

# Lawson likely to cut top tax rate to 50%

## Reforms would benefit earners above £25,000

By Rodney Lord, Economics Editor

Big cuts in the tax bills of people earning more than £25,000 a year are likely to be announced in the next Budget as a result of tax reform studies starting now in the Treasury and the Inland Revenue.

The top rate of tax is likely to come down to 50 per cent or less from its current level of 60 per cent.

Higher rate taxation will start at a higher salary level and is likely to go up in fewer steps than the current complex system which moves in 5p gradations.

There may also be a big concession to women who have investment income.

The Prime Minister and Mr Nigel Lawson, the Chancellor of the Exchequer, are determined to use the authority imparted by their huge win in the election to make what they believe are necessary but difficult reforms in the first year or two of the new Parliament.

Tax reform in the United States, which has cut its top rate to 28 per cent, is thought to remove many of the political difficulties of cutting tax in the UK. It is felt that cuts in Britain are needed to avoid a brain drain of the highly paid and mobile.

The big winners will be those who have lost out because the Government has not indexed higher rate thresholds in line with inflation in recent years.

Tax rates jump from 27 per cent to 40 per cent when taxable earnings reach £17,900 and rise sharply and erratically to 60 per cent when the post-allowance income reaches £41,200.

Since 1979, the real value of the threshold at which 40 per cent income tax payable has gone up by 13 per cent compared to 22 per cent for the basic rate threshold.

In the last two budgets, the real value of the higher rate thresholds has been allowed to fall.

At present the gap between the basic rate of 27p and the first higher rate of 40p is larger than it has ever been in recent years and much wider than the 5p steps in the five higher rates.

In designing a new system Mr Lawson will be constrained by the need to avoid handing disproportionate gains to taxpayers on any particular part of the income scale.

Mr Lawson may also remedy a long-standing grievance of women taxpayers with investment income. At present a wife's investment income, unlike earned income, has to be aggregated

with her husband's and cannot be taxed separately.

For women with enough investment income to benefit from a separate scale of tax rates it is therefore more tax efficient to live in sin.

In this year's Budget Mr Lawson dropped his scheme for replacing the married man's tax allowance by a system of single transferable allowances because it did not command a sufficient measure of support.

But he is pledged to see if it is possible to construct a halfway house between the present system and the reforms set out in the Green Paper. Separate taxation of investment income could form part of this.

Another option for the Chancellor will be to combine a cut in the higher rates with the withdrawal of some of the reliefs on higher incomes as President Reagan did in the US. The two biggest reliefs are on mortgage interest and pension contributions.

Mortgage interest relief could be restricted to the basic rate — perhaps in conjunction with an increase in the present £30,000 ceiling — but is unlikely to be abolished altogether.

Changes affecting pensions could be made either to relief on contributions or on withdrawal where pension fund members enjoy the option of a tax-free lump sum. On balance these changes are thought to be unlikely.

The last reduction in the top rate of income tax, from 83 per cent to 60 per cent, came in Sir Geoffrey Howe's first Budget after Mrs Thatcher became Prime Minister in 1979.

The last reduction in the top rate of income tax, from 83 per cent to 60 per cent, came in Sir Geoffrey Howe's first Budget after Mrs Thatcher became Prime Minister in 1979. In the first Budget of 1979, Mr Lawson took the opportunity to abolish the Investment Income Surcharge.

## BAA spends £8m on persuading Sid

By Edward Townsend, Industrial Correspondent

The Government is spending almost £8 million advertising and promoting the privatization of Britain's airports, including Heathrow and Gatwick, in a post-election sale expected to raise about £1 billion.

Ministers are hoping that the sale of BAA, formerly the British Airports Authority, which yesterday announced 1986-87 profits of £124 million, will be a big success for its "wider share ownership" programme.

More than half the shares in BAA are expected to be allocated to the small investor.

The flotation, the first privatization to take place under Mrs Thatcher's third term of government, has already attracted considerable interest.

The BAA share information service is believed to have received more than 250,000 inquiries — enough to guarantee success even before the shares are offered for sale. Sir Norman Payne, BAA's chairman, said yesterday that the number of inquiries was "adequate" to ensure the sale would go well.

With the more difficult sales of the electricity and water utilities among the next candidates, the Government clearly is keen to restart the privatization programme with a big success.

BAA will be the first national, privately-owned airport company in the world.

The BAA pathfinder prospectus is to be published next Monday, and trading in the shares is expected to begin by the end of July.

The sale completes the three-cornered privatization of the British air industry, begun with British Airways and followed by Rolls-Royce.

After privatization BAA's passenger revenues will be subject to a government-agreed formula of inflation minus 1 per cent.

Norman's plans for increasing profits include the development of spare land around BAA's seven airports.

Plans include the building of hotels for travellers and fitness centres for airport employees, as well as expanding the range of services.

Profits lifted, page 25

## Some real Dooks join a right royal pantomime

By Alan Hamilton

Princess Anne, the Princess Royal, assumed the role of a sternly competitive gym mistress. The Duchess of York, despite a throat infection and a falling voice, preferred the approach of a Texas football cheer-leader.

Prince Edward, in a floppy yellow hat, looked like one of Shakespeare's lesser jesters, while the Duke of York grinned endlessly in Lincoln Green like Robin Hood after one of his better robberies.

The Royal Family's well-known love of pantomime was taken to new heights of carefully controlled silliness yesterday when four of its members led teams in a charity edition of *It's a Knockout* filmed at Alton Towers in Staffordshire.

Protocol forbade their Royal Highnesses from taking full part in the contrived knockabout and restricted them to the role of tacticians. Their dirty work was done for them by an army of showbusiness celebrities and eminent sports persons.

The event was masterminded by Prince Edward, who conceived the scheme to raise £1 million for charities named by himself and the other royal participants. Two thousand people had paid £11 a ticket, and had raided fancy-dress shops for medieval costume, for a seat in the arena.

Several people claiming to be Henry VIII were stopped and searched at the gates when metal detectors found cameras and lenses concealed in the doublets and cod pieces. As the

## Gang of Four meet for election inquest



Dr David Owen, Mr Roy Jenkins, Mr Bill Rodgers, and Mrs Shirley Williams arriving for a meeting of the SDP's national committee yesterday.

## Six ministers sacked as Tories target cities

By Richard Evans, Political Correspondent

Six middle-ranking ministers were dismissed by the Prime Minister last night as Mrs Margaret Thatcher put the finishing touches to her new Government line-up.

The large-scale shake-out, which included the surprise exit of Mr Geoffrey Pattie, Minister for Information Technology, who had been tipped for promotion to the Cabinet, enabled Mrs Thatcher to carry out a wide-ranging reshuffle of her ministerial pack and promote some of the rising stars in her administration to tackle key jobs, including the growing crime rate and the derelict inner cities.

In the most significant moves, Mr John Patten, one of the most eloquent speakers who had been tipped for housing transfers to the Home Office, where he will be responsible for law and order.

Mr Patten's place at the Department of the Environment is taken by Mr Michael Howard, who has quickly risen to prominence in the Commons since being elected in 1983 and in the last

Parliament was in charge of City regulation and fraud. His new job as Minister of Housing will be crucial as the Government attempts to deal with problems of the inner cities.

Mr David Mellor, who made his name spearheading the drive against hard drugs and is one of the Government's most accomplished performers on television and radio, moves to the Foreign Office as a Minister of State. The transfer, which will be seen as a promotion, is recognition of the successful way he tackled the drugs problem.

Mr Tim Renton, formerly at the Foreign Office, has been moved to the Home Office, where he takes on the sensitive post of dealing with all immigration matters.

Apart from the dismissal of Mr Patten, other junior ministers who will start the new Parliament on the back benches include Mr Dick Tracey, who has been Sports Minister for 21 months. He is replaced by Mr Colin Moyalhan, the best qualified MP ever to hold the post. Apart



Mr Patten: had been tipped for promotion to Cabinet.



Mr Patten: now responsible for law and order.

## Sterling plunges by 2.38 cents

By David Smith, Economics Correspondent

The pound fell sharply yesterday, as the expected flood of foreign money into London after the election failed to appear. Government stocks were also hit.

Sterling fell by 2.38 cents to \$1.6310. It also lost ground against other currencies and City analysts do not now expect an early reduction in base rates. But shares continued to celebrate.

The Base-based Bank for International Settlements, in a gloomy assessment of world economic prospects, said that the outlook was "less auspicious" than a year ago.

Sterling tumbles, page 25

## Catholics in fresh Seoul confrontation

Seoul (Reuters) — More than 10,000 Catholics confronted riot police outside Seoul cathedral yesterday demanding free elections just hours after a five-day police siege of the church ended peacefully.

Elsewhere in Seoul and in the provinces, tens of thousands of protesters demonstrated against President Chun Doo Hwan's regime. They voiced their support for the 200 students who earlier accepted official pledges of safe conduct and walked out of the cathedral, in which they had sheltered for five days.

Undaunted by torrential rain, a crowd of about 10,000 stood outside the cathedral during a special Mass for

democracy celebrated by the country's Catholic Primate, Cardinal Kim Sou Hwan. Lines of riot police tried to push them back, but protesters kicked and beat them with umbrellas, shouting slogans such as "Down with dictators" and "Let's fight for democracy."

The new wave of political violence dashed hopes that a period of calm would follow the non-violent evacuation of the cathedral.

Some 60,000 students at 45 universities took part in yesterday's protests, police sources said. More than 100 policemen were injured.

Civilian protest, page 8

## Owen isolated in merger dispute

By Robin Oakley, Political Editor

Amid bitter exchanges between its leading figures over the future of the SDP/Liberal Alliance, Dr David Owen was yesterday becoming an isolated figure.

And Mr David Steel, far from encouraging speculation about his early departure from the Liberal leadership, threw his hat in the ring as a candidate for leadership of any merged party.

The SDP's national committee met yesterday afternoon but agreed to postpone any serious discussion of a merger for a fortnight. The SDP MPs have, however, agreed to end the system of joint Alliance spokesmen in the Commons adopted before the election. They will in future speak only for the SDP.

At what was described by participants as a thoughtful rather than an anguished meeting, there was agreement that the Alliance election campaign had suffered from not having a sharp enough profile and from lack of co-ordination between grassroots and national strategy.

But it was not considered that the dual leadership of the Alliance had made much difference to the election result. Dr Owen himself did not speak on that question.

The Liberal leader will today present his paper on a merger of the Alliance parties to Liberal Party officers and tomorrow to his 17 MPs.

Dr Owen's closest lieutenant, Mr John Cartwright, the

SDP MP for Woolwich, made plain earlier yesterday his anger over what he called Mr Steel's attempt to "railroad" the SDP into a merger. He said: "I'm suspicious of terms apparently being dictated by one side. That is not the basis on which we are going to have a happy and friendly relationship in the future."

Mr Cartwright, whose views are close to those of Dr Owen, complained that marriage pro-



posals were best made quietly and not "with a shotgun" through the national press.

Mr Steel, who is not the "jaded figure" he was after the 1983 election, and who has demonstrated a degree of political ruthlessness in his swift move for closer union of the Alliance parties, denied

Continued on page 2, col 3



**ROLEX**  
of Geneva

**DISCOVER THE MANY FACES OF ROLEX AT**

**Mappin & Webb**  
KNIGHTSBRIDGE

**EXHIBITION**

Of the most important Rolex watches in London STARTS TODAY FOR ONE MONTH

We present the full range of Rolex watches including the very latest designs at our elegant Knightsbridge Showrooms.

**FOR ONE MONTH WE OFFER**

- Interest Free Credit
- 20% Discount on the service of a Rolex
- Free valuations

**AND AN AMAZING COMPETITION:**  
Buy a Rolex watch and you could WIN A WEEKEND FOR TWO IN CANNES

**Mappin & Webb**

65 Brompton Road Knightsbridge London SW3 1DB Tel: 01-584 9361

### IN PART 2

#### Pakistan hit

Pakistan will be without Tauseef Ahmed and Ramiz Raja for the second Test at Lord's after both were injured during the match against Northamptonshire. Page 44

#### Portfolio Gold

● The £8,000 prize in The Times Portfolio Gold competition — double the usual amount as there was no winner on Saturday — was won yesterday by Mr William MacCullum, of Nuneaton, Warwickshire. Details, page 3.

● Portfolio list, page 29.

#### INDEX

Home News	2-5, 14
Overseas	7, 8, 10
Business	25-30
Sport	40-44
Arts	20
Births, deaths, marriages	19
Church	27
City Diary	28
Computer appointments	32
Court	38
Crosswords	15, 24
Diary	22
Entertainments	22
Features	15, 16, 21
Information	22
Law Report	40
Legal appointments	35-39
Leading articles	17
Letters	17
Obituary	18
Public appointments	33, 34
Safe room	18
Science	23
TV & Radio	28
University results	40
Weather	24
Wills	18

\*\*\*\*\*



## NEWS SUMMARY

## Booby-trap kills ex-UDR man

A former member of the Ulster Defence Regiment was killed by a Provisional IRA booby-trapped car bomb yesterday 11 weeks after leaving the force he had served for 15 years. Mr Nathaniel Cush, aged 47, is the second person to die in the Belfast area since the Provisionals resumed operations after the general election.

His death happened two hours before Mr Tom King, Secretary of State for Northern Ireland, called for political parties to put past differences behind them, look to the future and open dialogue. Mr Cush, a Post Office driver from the Crumlin Road area of north Belfast, died instantly.

## Union's new line

The Transport and General Workers' Union yesterday promised to develop "new unionism" for the remainder of the century.

But it said it would reject the Government's concept of "business unionism" involving a customer relationship with members. "New unionism today means using modern methods without betraying traditional values."

The union, the largest in Britain, is against the type of single-union deals pioneered by the electricians union.

## Deadline for paper

Staff on the left wing Manchester-based *News on Sunday* newspaper may learn today whether it is to fold after only eight issues. More than £7 million, invested mainly by local authority pension funds and trade unions, is at stake.

Confirmation that the newspaper could shut came from Mr Nicholas Horsley, the chairman, who said that without a long-term financial plan to put before today's board meeting, "we will have to fold the paper in the middle of the week".

## Boys sent for trial

Three teenagers accused of attacking and robbing Miss Jan Leeming, the former newsreader, were sent for trial at Knightsbridge Crown Court when they appeared at West London Magistrates' Court yesterday.

Conrad Mathurin, aged 19, of White City estate, Shepherd's Bush, west London, and Richard Green, aged 17, of Champlain House, on the same estate, were refused bail. A boy aged 14, also from Shepherd's Bush, was remanded into the care of the social services.

## Boy dies in fire

A teenager died in a blazing children's home yesterday after staff and police officers who tried to rescue him were beaten back by flames and dense smoke.

Seven young people, aged between 15 and 18, were led to safety from Aldersley House at Tettenhall, Wolverhampton, but Dean Whallin, aged 17, was trapped.

The fire broke out in the television lounge of the two-storey building early yesterday morning and at one stage flames were 20ft high. Police are investigating the cause.

## £1m case is settled

A libel action by Mr George Bobolas, the Greek businessman, against *The Economist*, which has run up costs of £1 million, was yesterday settled in the High Court.

Each side will probably pay its own legal costs for the nine-week hearing.

Both parties apologized and unreservedly withdrew their allegations: for *The Economist* that Mr Bobolas's *To Ethnos* newspaper was a "slave of Moscow", and for Mr Bobolas that *The Economist Foreign Report* was controlled by the CIA.

## 'Legal profession in danger of becoming a trade union'

## Hailsham's parting shot on legal aid

By Frances Gibb  
Legal Affairs Correspondent

The legal profession is in danger of becoming a trade union and ceasing to be a profession at all, Lord Hailsham of St Marylebone, the retiring Lord Chancellor, said yesterday.

In an interview with *The Times*, the day after his resignation as the longest-serving Lord Chancellor this century, he said that the cause was the legal aid scheme.

"The legal profession must realize its primary duty is to provide a service to the client and the public. It's got to

recognize it is a profession like doctors, teachers, architects and lawyers, not a trade union like Scargill and the miners."

Last year Lord Hailsham found himself the target of unprecedented legal proceedings by the Bar and the Law Society over the setting of legal aid rates of pay.

It was a time when, Lord Hailsham now admits, he thought he would be forced to resign, although he had no intention of doing so voluntarily.

The court judgement might have been such that his reputation would have been at stake; and he would have felt

it necessary to resign or others might have wanted to move him, he said.

In the end the legal action forced a settlement, which Lord Hailsham says, gained the profession nothing, rather it "lost them three months".

With the episode still ranking him he predicts that there will have to be reforms, as set out in the recent White Paper on legal aid, to increase government control over legal aid rates of pay.

"Neither the Bar nor the solicitors are prepared to accept they are not the only pebble on the beach; in considering their claims one

must have regard to what other claims are being made on the public purse."

But the dispute was only one blot on a long career in which he held office three times, from 1970 under Mr Edward Heath and then for two terms under Mrs Margaret Thatcher.

Of the huge array of reforms he has overseen, he picks out the 1971 Courts Act, which created the present court system in place of the assizes and quarter sessions.

More recently there have been reforms to family and divorce law; these changed the way financial arrangements

are worked out after divorce; brought in new measures for tackling child abduction and gave illegitimate children legal rights.

A next task, which he is sorry not to see in, will be some kind of family court.

He would also have liked, he says, to have done more to reform the criminal law, the state of which he finds "very depressing".

"The delays and anomalies and anachronisms are enormous; but there were so many sacred cows, and so many dinosaurs and terradactyls which are purely vegetarian in character."

He plans some writing, he is working on a book on Macmillan, and hopes to be asked (by his successor Sir Michael Havers, QC) to sit on some cases in the House of Lords. Above all, he has a second wife, his former secretary Deirdre, whom he married last year. "A man living alone with nothing but memories, with his children grown up (he has five), is rather desolate."

Now it is a question of getting used to the changed lifestyle. He will miss the official car. "There's nothing more disconcerting than moving out of public office into private life."

## Owen isolated in exchanges over merger

Continued from page 1

that he was trying to bounce the SDP into a merger by issuing to their national committee his memorandum calling for "democratic fusion" of the SDP and the Liberals.

But he refused to rule himself out as a candidate for leadership of any merged party. Meanwhile, the calls for a merger were being supported by all three of Dr Owen's colleagues in the original SDP Gang of Four - Mr Roy Jenkins, Mr Bill Rodgers and Mrs Shirley Williams.

Mr Rodgers, an SDP vice-president, called on BBC radio yesterday for "union" with the Liberals and said that the SDP had not been launched as a vehicle for any of its leaders personally.

Speaking on BBC Radio 4's *Today* programme, Mr Cartwright said that the Alliance should not have let a head of steam build up over the merger issue. It should have been discussed calmly and quietly over a period.

Echoing words often used by Dr Owen, he said: "We have spent six years building up the SDP. Some of us are fiercely proud of what we have built."

"We are willing to discuss a closer working relationship with the Liberals. If our party membership wants merger then we're prepared to accept that as well, but you don't

throw away six years hard work in a couple of days."

On the same programme, Mr Steel denied that he had been bouncing the SDP, blaming the need for him to act quickly on the SDP calling their national committee meeting yesterday and on weekend comments by figures in both parties. "There comes a point where a political leader is expected to lead."

The Liberal leader, who has long envied Dr Owen for the tighter discipline of the SDP, said that he had used the expression, "democratic fusion", to show that he believed in taking the best elements of both constitutions and as a counter to some Liberals who were in a somewhat "triumphalist" mood in their attitude to the SDP.

On the question of the leadership, Mr Steel said that he was not prepared to contemplate his own future until the institutional matters were sorted out. "Everybody should feel free to be possible candidates for the leadership if there is a fused organization."

Members of both parties felt last night that Mr Steel had been astute in making his early move, highlighting Dr Owen's distaste for a merger and therefore making it less likely that Dr Owen would be elected leader of a fused party if he were persuaded to stand.



Glorious sunshine greeted the new dawn in Mr Cecil Parkinson's political career yesterday when he returned to government in his new post as Secretary of State for Energy, complete with chauffeur, official car and ministerial box (Photograph: Tim Bishop).

## Young to move fast over cities

Lord Young of Grafton, Secretary of State for Trade and Industry, moved swiftly yesterday to say the Government would cut corners to revitalize the inner cities.

He said it would work happily with those Labour councils extending a welcoming hand. But where others sought to "set up their own separate economic systems" he made plain that the Government would use urban development corporations.

Ministers have been discussing plans to extend the powers of those bodies to take over housing and planning.

On BBC Radio 4's *Today* programme, he said enterprise had to be restored in inner cities.

**Luxembourg calls**  
Mr John MacGregor, Minister of Agriculture, was in Luxembourg for complex talks on EEC farm prices yesterday, only 48 hours after his appointment.

But Mr MacGregor, aged 50, who won considerable respect during his two years at the ministry from 1983, is likely to prove an adept negotiator.

He has experience in academic life, journalism, and, most recently, at the Treasury.

The National Farmers' Union, which passed a vote of no confidence in Mr Michael Jopling, his predecessor, welcomed the appointment. Defeated Tories speak out.

page 14

# Sainsbury's plug bathroom prices.



£1.48  
2 x 300ml

Sainsbury's Shower Gel 200ml	68p	59p
Head and Shoulders Shampoo 150ml		94p
Imperial Leather Toilet Soap 3 x 125g	59p	
Camay Soap 4 x 125g	66p	
Soft & Gentle Anti-perspirant 210g	95p	85p
Palmolive Foam Bath 500ml		89p



62p  
x 5  
(plus 1 free)



75p  
2 x 50ml



69p  
200ml



95p  
150ml



99p  
500ml

ALL MERCHANDISE IS SUBJECT TO AVAILABILITY SOME LINES ARE AVAILABLE AT LARGER BRANCHES ONLY.



# Home Office may challenge asylum granted to Dikko

By David Sapsted

The Home Office was last night considering whether to appeal against an immigration adjudicator's decision to grant political asylum to Mr Umaru Dikko, the former Nigerian transport minister.

Mr Dikko was rescued at Stansted airport by British police in 1984 after being kidnapped and put in a packing crate destined for Nigeria.

Yesterday's ruling by Mr Mark Patey, the chief adjudicator, overturned a decision made in 1985 by Mr Leon Brittan, the then home secretary, that Mr Dikko should be sent back to Nigeria to face charges concerning an alleged fraud relating to his time in office and involving millions of pounds.

Last month, Mr Dikko appealed against the decision, saying his life would be in danger if he returned to his homeland.

Mr Patey ruled yesterday that the former minister had "well-founded fears of persecution" and that the Nigerian regime regarded Mr Dikko as a threat to stability.

He also decided that the regime was "deeply implicated" in the plot to kidnap Mr Dikko.

Mr Patey said that Mr Dikko should be granted political asylum until the end



Mr Umaru Dikko: well-founded fear of persecution.

of the year, or until the end of extradition proceedings started by Nigeria.

"The evidence provided by extracts from newspapers circulating in Nigeria shows that the appellant was considered, rightly or wrongly, by the Buhari government as being behind the plot to overthrow him", Mr Patey said.

"I find that the appellant would have had a well-founded fear of persecution on the ground of his political opinions had he been required to return to Nigeria in June 1985."

The Home Office is studying the legal dilemma posed by the case because people who are given political asylum are not considered to be extraditable.

The Fugitive Offenders Act rules that people cannot be extradited if they would face persecution on their return and if political asylum is granted to someone, it is on the assumption that they would face persecution.

Also, any trial of Mr Dikko before a military tribunal would not conform to internationally accepted standards of justice.

Any appeal by the Home Office will have to be lodged within 14 days. A spokesman said yesterday that such a course was being considered.

Mr George Dove-Edwin, Nigeria's High Commissioner in London, said last night that Mr Dikko's suggestions that he would be tortured and shot if he were sent home were "fantastic".

"Why should Mr Dikko be made a martyr? He is a spent force but there are charges against him and we would like him to face those charges and clear his name."

The Nigerian government would be taking further steps to secure the former minister's extradition but "it would not be a great disaster for us" if these failed.

## Executives leave in BBC shake-up

By Gavin Bell

Two senior executives are to leave the BBC as part of a top-level reshuffle partly caused by the appointment of Mr Michael Checkland as Director General this year.

The corporation confirmed yesterday that Mr Alan Protheroe, assistant director general, and Mr Brian Wenham, managing director of BBC Radio, would be leaving in August.

Mr Checkland paid tribute to both executives and said Mr Protheroe's departure was "a matter of regret to me and my colleagues".

Mr Protheroe, aged 53, said he was grateful for having had the opportunity to direct BBC journalism and to encourage the corporation's development during 30 years' service.

Mr Wenham, whose resignation had already been announced, said it was "an amicable parting of the ways" after an enjoyable 18-year career.

Behind the mutual compliments, however, it was clear the changes resulted from a power struggle after the enforced resignation of Mr Alasdair Milne as Director General last January.

Since then, there has been

## Kimberley hearing to be private

By Our Social Services Correspondent

The inquiry into the case of Kimberley, the child murdered by her father, will be held in private, against the recommendations of the trial judge.

Mr Justice Steyn said in his trial summing up that public confidence in the system could be maintained only by a public inquiry.

But Mr Louis Blom-Cooper, QC, the inquiry chairman, announced yesterday that there were no "special features" in the case to warrant a public hearing.

Mr Blom-Cooper said that the inquiry panel, set up by Greenwich council and Greenwich health authority, did not think it was bound to accept the judge's opinion.

"Thoroughness might be in jeopardy if some important evidence was unavailable due to the fact that the hearing was in public", he said.

The decision was attacked by a parents' group, which fears the outcome will be that social workers will be given more power to take children into care.

Mr Brian Raymond, representing Mr Martin Ruddock, the social work team leader who handled the Kimberley case, said his client would have been happy had the inquiry been in public.

But Mr John Trotter, representing Mr Martin Main, Greenwich director of social services, said a private inquiry was the best decision.

Kimberley, aged four, weighed 24lbs when she died at her home in Kidbrooke, south London.

Her stepfather, Nigel Hall, was sentenced to life imprisonment for the killing and her mother, Pauline Carlisle, was jailed for 12 years for child cruelty.

The inquiry, being held at Shooters Hill, south London, begins in two weeks' time and is expected to last a month.

## Man 'left like zombie' after brain treatment

A brilliant student left "like a zombie" by a hospital blunder claimed damages in the High Court yesterday.

Samir Mahmoud Aboul-Hosn, aged 23, was considered to be the most gifted of four brothers from an intellectual Lebanese family when he went into hospital at the age of 18 to have a cyst removed from his brain, the court was told.

The operation, in September 1982, was a success, but a build-up of pressure to the brain was incorrectly treated during after-care at The Italian Hospital, Queen's Square, Bloomsbury. Mr Alan

Rawley, QC, for Mr Aboul-Hosn, said.

The court was shown a film of Mr Aboul-Hosn with his parents at their home in Hangleton Road, Hove, East Sussex.

Mr Aboul-Hosn seeks damages from the trustees of the hospital; Mr David Grant, consultant neurosurgeon; Mr Peter Crawford, senior registrar; and Mr Zuhair Nouri, registrar.

Liability was not in issue but the amount of damages is contested. The hearing continues today.

## PC denies he kicked man who died

A policeman yesterday denied kicking a man during an arrest five hours before the man died in a police cell.

Police Constable Jackie Harris told a jury at Cardiff Crown Court that he had not kicked or knelt Mr Philip Howard, aged 29, an unemployed labourer.

PC Harris, aged 37, also told the court his colleague PC Stephen Riddick had not knelt the prisoner.

PC Harris, and PC Riddick, aged 24, both stationed at Ferndale in Mid-Glamorgan deny the manslaughter of Mr Howard.

PC Harris said there was a lot of noise during the struggle outside Mr Howard's house in Tylorstown, Mid-Glamorgan but he had not heard the prisoner moan.

When they arrived Mr Howard said: "If you're going to take me, take this" before

allegedly punching PC Riddick in the face. He grabbed the man to stop a second blow and then all three ended up on the floor.

They restrained the struggling prisoner on the pavement until his hands were handcuffed. Then he was driven to the police station.

The court has heard that Mr Howard died in a cell after suffering internal bleeding. The case continues today.

## Book now to mark a 150th birthday

By Ruth Gledhill

The birth announcement in *The Times* in July 150 years ago read: "On the 1st inst., the lady of J. Barrow Montefiore, Esq, of Brunswick-square, of a daughter".

Archivists today are trying to find any direct descendants of that girl, one of 10 daughters and four sons born to Joseph Barrow Montefiore who later emigrated to Australia.

She was one of the first babies after the official Registration Service was established on July 1, 1837.

Any grandchild of hers still alive will be invited to a

reception at the House of Lords next month to celebrate the anniversary of the office, in St Katherine's House, London WC2.

In advertisements in *The Times* yesterday and today, the Registrar General is asking anyone whose father, mother or grandparents were among the 1,000 people born on that date to come forward so they can join in the 150-year celebrations. People whose direct descendants were married or died on that date will also be included.

Until the new registration service began, births, marriages and deaths were recorded through the parochial

registers of the Church of England under regulations introduced by Henry VIII in the sixteenth century.

A false statement to the registry once resulted in seven years hard labour, or transportation. Today it can mean a mere £1,000 fine.

The early years of the service brought life-saving results as well as frauds.

Shortly after it started, London suffered three severe cholera outbreaks. Dr William Farr, London's compiler of abstracts, used the new statistics to track down the waterpump in London responsible for the epidemic.

A few years later, five

registrars were dismissed for not keeping to the regulations. Their wages, which were based on the number of registrations, meant that quiet country areas suddenly showed enormous and inexplicable increases in the birth rate.

Mrs Terry Banks, the first woman and thirteenth Registrar General, said the service, which is still largely manual and employs 2,000 people compared with about 30 in 1937, would increasingly use new technology.

It merged with the Government's Social Survey Department in 1970 to form today's Office of Population Censuses and Surveys.

## Prince a knockout at charity show



Prince Edward putting his back into his job of hosting an "It's a Knockout" charity contest at Alton Towers, the leisure park in Staffordshire, yesterday. Also taking part were the Duke and Duchess of York (Photographs: Nigel Iskander).

### NHS drug costs

By Rodney Lord, Economics Editor

## Northerners spend more on medicines

New figures on National Health Service costs show big differences on spending on drugs in different areas of the country.

Spending by GPs in the highest cost area in the country, North Tyneside, is well over half as high again per head of population as in the lowest cost area, Greenwich and Bexley in south London.

In 1985-86, GPs in North Tyneside prescribed drugs worth an average of £41.85 for every man, woman and child.

The figures come from data to be published shortly by the Healthcare Financial Management Association, a recently formed joint association of NHS treasurers and accountants.

The association has asked all the 90 family practitioner committees which co-ordinate local GP practices to provide information on their costs.

Northerners are in general bigger drug takers than southerners. Of the country's 14 health service regions the three highest cost in descending order are the northern, north-western and Mersey regions.

Lowest cost is the Oxford region, followed by the four Thames regions covering London and the Home Counties.

Mr John Catterall, head of health services for the Chartered Institute of Public Finance and Accountancy, said yesterday that there were

many possible reasons for the differences in spending between different areas.

"An above-average proportion of elderly and very elderly people would tend to increase the need for drugs. Areas with some kinds of heavy industry may also give rise to particular medical problems."

Different patterns of treatment may help to keep costs lower in London. "It is well known that in London people needing medical help are often treated in the emergency departments of hospitals who in other parts of the country would be treated by GPs", Mr Catterall said.

That may be partly because people in London tend to live closer to a hospital.

There is a similarly wide range between the total costs incurred by GPs varying from an average of £27.51 a year per head of population in Rotherham, south Yorkshire, to £91.51 in Kensington, Chelsea and Westminster.

High rents account for some of the costs of practising in central London.

Hospital costs also vary widely. For instance the cost per day of keeping someone in acute need of care in hospital in the northern region is nearly 20 per cent higher at just over £100 than it is in neighbouring Yorkshire.

In geriatric care the cost per attendance for day-patients in the northern region is the highest in the country.

## Chemists alerted to fake prescriptions

By Jill Sherman  
Social Services  
Correspondent

Chemists throughout the country have been warned to watch for a gang of professional forgers who are using counterfeit National Health Service prescriptions to get expensive drugs.

The forgeries, which have occurred in the past two weeks, have been detected in

London but chemists fear that the practice might spread to other cities.

The fake prescriptions have been mainly confined to high cost anti-asthmatic drugs such as Ventolin and Becotide and drugs for people ulcers such as Tagamet and Zantac.

They have not included controlled drugs such as morphine and cocaine which are usually associated with forged prescriptions.

Police in Harrow, north-west London are investigating 40 alleged forgeries detected in Breat and Harrow. The forgers have stamped local doctors' names and addresses on fake forms, using slightly thicker paper than the normal FP10s.

They have also, closely copied the doctors' signatures.

The Pharmaceutical Service's Negotiating Committee has written to 10,500 chemists throughout the country warning them to watch out for potential forgers.

Mr Alan Smith, chief executive of the committee said: "We believe there could be a large number of high quality forged prescription forms. It must be the work of organized crime."

## Portfolio Gold Winner to learn how to drive

Mr William MacCallum was the only Portfolio Gold winner yesterday, and he also received a bonus £4,000 prize because there was no claimant on Saturday.

Mr MacCallum, aged 43, is unemployed, so the £8,000 will be particularly welcome.

He lives with his wife Jane and their two young sons, James and Daniel, in Camp Hill, Nantston, Warwickshire.

"We'll definitely have a holiday and I'll have some driving lessons, and then we'll decorate the house", Mr MacCallum said.

He has been a reader of *The Times* for four years and describes himself as an "avid Portfolio player" since it began.

Readers can obtain a Portfolio Gold card by sending a stamped addressed envelope to: Portfolio Gold, The Times, Blackburn, BB1 6AJ.

## Cosh men are both remanded

A man arrested carrying a CS gas canister and a cosh at the Trooping the Colour on Saturday told Bow Street Magistrates' Court in central London yesterday that he had not originally intended to go to the ceremony.

Glenn Edwards, aged 27, of no fixed address, said: "We were just passing by and had no intention of going to the Trooping the Colour".

He pleaded guilty to possessing offensive weapons and was remanded for reports until July 6.

The court was told that Edwards was arrested after plain-clothes officers overheard a conversation and became concerned.

George Dalton, aged 22, of Tamworth, Staffordshire, faced similar charges and was remanded until June 22.

## Cellist divorce

Julian Lloyd Webber, the cellist, yesterday blamed his love of music for the break-up of his 13-year marriage. He and his wife, Celia, both aged 36, have filed for divorce.

# Anyone who thinks they can't afford a Cellphone should cut this one out.

British Telecom Cellphones have never been better value. Thanks to Cellnet's special offer of six months subscription at half price.

What's more, we have the widest, most sophisticated range of Cellphone's available. And around a hundred dealers nationwide with an unrivalled after-sales service.

So to make sure you're never out of touch, even when you're out of the office, cut out the coupon now.

For more information on British Telecom Cellphones, send this coupon to Jill Ruskin, British Telecom Mobile Communications, FREEPOST, London NW1 7YS. Or phone 01-730 0899.

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_

British TELECOM



# Engine success puts Rolls-Royce ahead in the satellite race

By Harvey Elliott, Air Correspondent

The battle to design a European satellite-launching space-ship swung in Britain's favour last night as Rolls-Royce announced success with a revolutionary engine which could power the craft.

It was the news British Aerospace and backers of the project — known as Hotol — had been waiting for and is certain to trigger a new round of international competition for funds to build the vehicle.

For the past 18 months, teams of Rolls-Royce engineers based at Bristol and at Ansty, near Coventry, have been working on preliminary designs for the engine which behaves like a normal jet at low levels and then switches to liquid oxygen to put the spaceplane into orbit.

At the same time, British Aerospace designers have produced outline plans for a craft which would achieve horizontal take off and landing (hence the name Hotol) in the manner of a conventional aircraft and yet be able to put satellites into low Earth orbit.

The two companies, together with the Department of Trade and Industry, had invested a total of just £3 million in the basic design work. Now they will have to convince someone, probably the European Space Agency, to

put up another £7 billion to develop the concept.

They believe their design would leapfrog anything now operating in space and, because it would be completely re-usable, would slash the cost of launching a satellite to one-fifth of the amount now charged by the American Shuttle.

But in France they are determined to press ahead with Hermes, a smaller version of the Shuttle which would be launched on an Ariane rocket.

Their design, they say, is simpler to build, has far fewer technical risks and would employ scientific expertise throughout Europe including Britain.

Another rival design, somewhere between the two, is the German Saenger, a hyper-sonic jet which would "piggy back" a rocket-powered vehicle entering space.

All three designs are part of a world-wide move to win a share of the huge market in space launches predicted for the early part of the next century.

Rolls-Royce's engine, the RB 545, was based on a novel, untried concept and it therefore found few immediate financial backers.

But the Government, which

saw several potential military applications for such a space vehicle, decided to push its virtues at ministerial meetings throughout Europe and the United States. Until now, it was not certain that the new concept would work.

But confirmation came yesterday from Mr Stewart Miller, director of corporate engineering at Rolls-Royce, who is also overseeing work on the engine for the proposed new supersonic passenger aircraft to replace Concorde.

He said: "The test programme has produced some exciting and positive results. We have made significant progress in the last 18 months towards confirming the original ideas for such a propulsion system which seized everyone's imagination three years ago."

"The rig testing and project design studies are proceeding to schedule, enabling us currently to define follow-on technology and associated programmes."

Talks have already been held with other European aerospace companies about future co-operation and there is a growing interest in America where the problems with their own Shuttle programme remain largely unresolved.

## Cash aid scheme to develop research

By Robert Matthews

University researchers who make commercially viable discoveries are being offered up to £30,000 to bring their ideas to the marketplace.

The "Enterprise Cheque" scheme, launched yesterday, aims to provide the development funding needed for a breakthrough to be exploited.

Britain is still a world leader in invention and new ideas, Mr Allan Speirs of the venture capital company Investors in Industry, known as "3i", which launched the scheme yesterday, said.

"The aim of the Enterprise Cheque is to encourage the commercial development of far more of these potentially valuable ideas, many of which still tend to get locked away in the world of research."

The company will provide the money in return for a stake of between about 10 and 25 per cent in the enterprise.

Mr Geoff Taylor, a director of 3i Ventures, said yesterday that a chief aim of the scheme is to provide the money with as little red tape as possible.

"We have worked hard to make it quick and simple."

The company says that it is looking for evidence that, given the money, the idea will turn into a commercial enterprise well worth investing in. The company is offering to help to set up an independent company, or patent and licence work with advice from the Research Corporation, a sister company of 3i, where a research project is thought by its creators to be ready for commercial exploitation.

The first Enterprise Cheque is to be awarded shortly to a team of biotechnologists, who have developed a diagnostic and therapy kit in the health care field.

Dr Geoff Potter, director of the Biotechnology Directorate of the Government's Science and Engineering Research Council, said yesterday that the council welcomed the initiative.

The scheme, open to any applicant in any field of science and technology, is expected to attract up to 15 projects worthy of funding a year.



Mr Trevor Crowe, aged 27, from near Alnwick, in Northumberland, feeling on top of the world thanks to the hand-painted globes he began making in his garage. Now the business, with orders worth £100,000, occupies two 500 sq ft factory units (Photograph: Doug Hall).

£1m education saving

## Head with computer power

By John Clare, Education Correspondent

A headteacher in Cornwall has found a way of saving the county's education department up to £1 million a year, so allowing it to spend more on books and equipment and additional teachers.

The savings are expected to come from an energy-saving computer program devised by Mr David Blackford, head of St Ives Comprehensive for the past 23 years.

He has been so successful at cutting the 700-pupil school's heating costs — they are down by a third in a year — that the council has asked him to apply the same lessons to its 300 other schools. He joins the architects department on a year's secondment in September.

Mr Blackford is an enthusiast. "I have been working on the problem for five years", he said. "The heating control system which all our schools use is hopelessly inefficient. It is just a glorified time-clock connected to a primitive thermostat. It is totally inaccurate and it annoyed me."

"Now, electronics is my hobby. So I installed a computer connected to temperature sensors inside and outside the building. It cost about £10,000."

"I feed in a timetable for each zone of the school together with the required comfort temperatures."

"They vary from 15C in the gym to about 18C in the

classrooms and 19C in the staff room. The computer switches the heating on 10 minutes before occupancy time and switches it off as soon as it knows the temperature can be maintained: that is very important."

"I had to spend six months fine-tuning the thing, looking at it every day after work to see what it had been doing and going in at night to make sure the program was right for the next day."

"That is the secret: making sure you have programmed it properly and that the settings are correct. I saved £3,500 in the first year and there is a lot more to come."

## Merger of print unions 'only way'

By Tim Jones

Traditional print unions may merge in order to survive as their defeat in the Wapping dispute forces some reality to dawn on members in other newspaper houses, according to a Fleet Street executive.

They could suffer the same fate as the News International print unions if past malpractices were not ended, according to Mr Steve Oram, personnel director of the Financial Times.

Writing in the latest edition of the *Industrial Relations Journal*, Mr Oram adds: "The reality of Wapping was always on the cards."

"The extent of control of the job enjoyed by chapel (union branch) members, co-ordinated by powerful trade union branches, was never going to be relinquished without fierce resistance and a bitter struggle."

"That power had enabled terms and conditions to be enjoyed, albeit inevitably for a finite period, in some cases at a level of £1,000 a week for doing roughly 25 to 30 hours work."

Mr Oram adds: "Linotype operators earning such money were doing a job that technology had long since made redundant, but chapel power had maintained the unnecessary work for the excessive wages demanded."

Decades of control by chapels had reinforced an attitude of considerable power, making conflict inevitable, Mr Oram argues.

Technology had threatened to displace the role of the main printing craft union, the National Graphical Association, in the composing area leading to the disappearance of its previous sizeable powers.

He says that with the need to maintain or increase membership a merger between the NGA and its rival print union, Sogat '82, is the only possible way they will be able to grow and protect themselves against the "threat or damage caused ... by new technology".

## Clergy in fear of 'high' pay

By Clifford Longley, Religious Affairs Correspondent

Two knocks were administered to the "Barchester Towers" image of the Church of England's professional ministry yesterday.

One diocese abolished the term clergyman because it was seen as sexist and some clergy, afraid of getting ahead of "the Jones's" next door, were said to feel that they were earning too much.

The complaints about earnings were highlighted yesterday by Sir Douglas Lovelock, the First Church Estates Commissioner.

He said that the latest

increase in pay of around 8 per cent took average stipends up to about £8,000, the equivalent when allowing for free housing to a salary of between £11,000 and £12,000, but some clergy in poorer areas feared they were becoming the best paid people in their parishes.

The other "knock" yesterday came from the Diocese of Ely.

Dr Geoffrey Turner, its spokesman, said: "We now have 17 women ordained as deacons and so our clergy can be either men or women. We

wanted a term which would include all clergy in the diocese. Clergyman is a monstrosity of a term, so we decided upon the term Clerk in Holy Orders."

But while women deacons may be equal in the sight of God and the English language as spoken in Ely they are obviously not in the sight of the Church Commissioners.

The average salary of women deacons is between £6,965 and £7,475 and their free housing is "not up to the standard we provide for incumbents".

PHILIPS



CHOOSE A PHILIPS FST TV AND YOU WON'T HAVE TO MAKE THE CHOICE.

Innovation in technology can now be matched with reliability.

Buy any one of Philips latest FST televisions

and you'll discover that it's guaranteed for a full five years.

So you get the benefits of the very latest in

television technology, including a flatter, squarer screen, as well as guaranteed reliability.

This opportunity covers all Philips FST sets,

including Matchline, and extends until June 30th.

For specifics, see a participating Philips dealer.

PHILIPS. TAKE A CLOSER LOOK.

Rent  
prio  
new

New life ca  
hospitals u

How 75%  
of used  
cars fail

Rates ruling

Children killed

Act used



# Rented housing 'a priority task for new Government'

By Christopher Warman, Property Correspondent

More investment by the Government in housing, and the provision of decent affordable rented housing, to halt the continuing decline, is being urged by the Institute of Housing.

The message will come from Mr Peter Kegg, president, on the opening day today of the institute's conference at Brighton.

His uncompromising signal to the four-day-old Government is: "Time has already run out. Tonight 25,000 people, the equivalent of the population of a small town, will be living in bed-and-breakfast accommodation. Most will be suffering the most squalid conditions. This cannot go on."

The institute is calling for more investment in housing, both from the public and private sectors, and emphasizing that private finance must not be seen as the only solution.

"Unless the Government can show that decent affordable rented housing is available to people when they need it, that waiting lists and the number of homeless is falling, then it will have failed."

Mr Kegg emphasizes that halting the housing decline is not only a matter for central government, and calls for a new productive partnership between central and local government.

Urging local authorities to provide a better service, he says: "Look outwards to your consumers and give them the means to get involved in making decisions."

His warning is reflected in a report from the institute published today.

It says that radical changes in attitude and practice need to be undertaken by central and local government to secure the future of public sector housing.

*Preparing for Change*, an examination of the future of public housing, throws doubt on Conservative plans for rented housing, due to be implemented by the new Government.

It takes issue with the Government, whose policy to give tenants the right to opt out of council management assumes that local authorities can no longer be trusted as landlords, and argues that new rented housing should be provided and managed by private landlords and associations.

The report calls for a national assessment of housing needs, stating that the nation's housing bill is estimated at £75 billion, and says that the Government must provide adequate funding for the repair, improvement and replacement of the current local authority and housing association stock.

Evidence from schemes with a high proportion of private funding indicates that they can only be provided at rents up to 40 per cent higher than present council rents.

Local authorities should play the key strategic role for shaping local housing policies in their areas, and should not be expected to become merely landlords of last resort for those who cannot afford anything else.

Addressing local authorities, the report argues that housing services need to be improved, and rents set at a realistic level to pay for them, while there should be more tenant control over the provision and management of services.

*Preparing for Change* (Institute of Housing, 9, White Lion Street, London N1 9XJ; £5).



Chief Supt Mike Farbrother displaying some of the knives which have come into the hands of the police in his area of south London (Photograph: John Manning)

## Police fear knifing epidemic

Sentences for youths carrying knives on Britain's streets are sometimes lower than those imposed on litter bugs, a senior London policeman said yesterday.

Chief Supt Michael Farbrother, launching an experimental publicity campaign to halt the increasing use of knives, said that if courts and politicians did not act there would be an epidemic.

Mr Farbrother, whose Lam-

beth area in south London includes Brixton, said: "It is common for my officers to come across youngsters carrying the most vicious weapons."

Between 1984 and 1986 muggings rose by 40 per cent but the number involving knives increased by 63 per cent. On average three street offences a day in Lambeth now involve knives.

Mr Farbrother said these trends were being mirrored in other inner city areas both in

London and the provinces. "Some of the sentences for offensive weapons are derisory. A £30 fine is quite commonplace and more are just being bound over to keep the peace. People are fined more for dropping litter", he said.

Legislation allowed for a maximum of £200 or three months imprisonment to be imposed by magistrates and £5,000 or five years in the Crown Courts.

## Shani Warren case

# Police left in maze of false turns and fresh conundrums

By Stewart Tandler, Crime Reporter

A small white notice is pinned to the wall of the incident room at Maidenhead police station where officers are investigating the death of Shani Warren, found floating bound and gagged in a Buckinghamshire lake nine weeks ago.

The notice reads: "Think Area". But the blackboard, once much used, is now blank.

The Thames Valley detectives who yesterday watched Miss Warren's funeral near her parents' home at Gerrards Cross, Buckinghamshire, could be forgiven for feeling they have been led into a maze of seemingly false turns and fresh conundrums.

The case is unique. Checks by crime pattern analysis experts at Scotland Yard on other murders or cases have yet to throw up anything elsewhere in the country which remotely matches the death.

Miss Warren, aged 26, was last seen at about 6pm on Good Friday leaving her home at Stoke Poges to take some grass cuttings to her father. Police think she died between 6pm and 9pm.

Her body was found floating in a lake at Taplow near Maidenhead. She was gagged and her hands and legs were bound. There were no signs of struggle, sexual abuse or robbery. Miss Warren's Vauxhall car, with the driving seat in the reclining position and the girl's wristwatch on the floor, was parked in a layby. The cuttings had gone.

The car was found to have a fault so it could have been parked while Miss Warren waited for help.

It took two post-mortem examinations to discover the only sign of possible attack.

There were marks on the girl's throat. In the water near her body, police found a jump lead with a slip knot. Miss Warren could have been rendered unconscious before being dumped in the water. Yet there was no fight.

Det Supt John Childerley said: "I think everyone who has been on the inquiry has felt that no other inquiry has presented so many unanswered questions. No one has seen anything that can help us."

Although police thought at first they might be dealing with a bizarre form of suicide, a full-scale incident room was nonetheless opened. It followed what is now a standard procedure for all police forces laid down in the wake of the mistakes of the Yorkshire Ripper inquiry.

Their £33,000 Auto Index system is the precursor of the new HOLMES (Home Office Large Major Enquiry System) police computer packages which are being introduced across the country.

Auto Index is regarded as a good tool but it is limited compared with the HOLMES system which will hold a wider range of information with better retrieval.

Later this week police will watch with interest to see whether a mention on BBC TV's *Crimewatch* UK programme produces new leads. There may soon come a point when the incident room will have to close.

But the investigation will not end. The computer discs will be copied and stored locally and at headquarters. A printout of manual cards will be kept by a detective at Maidenhead who will update them weekly.

## New life call for former hospitals under threat

Hospitals redundant through health policy changes or new buildings should be converted to avoid demolition, Save Britain's Heritage (SAVE) says in a report published yesterday.

The organization highlights the growing threat to hospitals, many of historic and architectural interest.

It names the five Friern Hospital, Friern Barnet, north London, due to close in two years, and the Grade II listed Royal Infirmary, Sheffield, as in danger. Consent to demolish the latter was refused in

1981 but it is being vandalized.

SAVE argues that buildings could be converted to many uses including residential and commercial, or a mixture. The Georgian Salop Royal Infirmary is now flats, while the Royal Holloway Sanatorium, Surrey, is going to be offices.

SAVE also criticizes inappropriate development such as the "disastrous" plans for St George's Hospital, Knightsbridge.

Hospitals: a suitable case for treatment (SAVE, 68, Battersea High Street, London SW11 3HX; £3).

## How 75% of used cars fail

By Robin Young

Of 193 secondhand cars inspected by trading standards officers and Department of Transport inspectors, 153 — nearly three in four — were found unfit to be on the road.

Surprise inspections were held at 69 garages with cars on forecourt display in Gwent, Louthian and Barnsley, South Yorkshire. It was found that many had dangerous and life-threatening faults even though most had passed Ministry of Transport tests.

Announcing the results of the survey, Mr Bob Wright, vice-chairman elect of the Institute of Trading Standards Administration, said: "The results are a damning indictment of the motor trade and will shock and alarm the public."

Mr Wright, director of consumer services in Barnsley, said that trickery was common place. Many garages had attempted to mask faults with paint or filler.

Bald tyres had been recut to make it appear they still had tread. Sub-frames of several Mini cars were falling apart, holes were frequently found, and it was not uncommon to find seatbelt mountings corroded or foot and handbrakes not working.

"Many of these vehicles could put lives at risk", Mr Wright said.

## Rates ruling

Mrs Patricia Dunstan, a property negotiator, of Ealing, west London, was yesterday refused permission to challenge in the High Court the legality of the 65 per cent rate rise approved by the Labour-dominated borough council of Ealing.

## Children killed

Miss Sandra March, aged 26, was being questioned by police yesterday about the deaths of her two children aged five and three, found strangled at their home in Osca Way, Chelmsford, Essex.

## Cellular radio

# Digital revolution transforms phone

*The setting up of a European-wide cellular radio market based on digital technology presents the UK cellular industry with an excellent opportunity to expand its highly-successful home-based market. Robert Matthews concludes his examination of the industry by assessing the UK's prospects for success in Europe.*

The future of cellular radio, as with television and hi-fi, lies with digital technology. Unlike today's so-called "analogue" equipment, digital cellular telephones will be compact, relatively inexpensive units giving crystal-clear reception even in crowded urban areas.

And, perhaps most important of all to frustrated cellular radio users, the introduction of digital technology, with its greater capacity, will radically reduce the chances of getting engaged tones.

Both Cellnet and Racal-Vodafone, the rival operators of the now-thriving analogue network, acknowledge that the Department of Trade and Industry has played a key role in ensuring the UK has kept ahead of the rest of the world.

The department has brought the two rivals together with electronics companies GEC and Plessey in a project to set up a prototype digital cellular radio network in London.

Engineers from British Telecom (which, with Securicor, owns Cellnet) demonstrated the world's first digital cellular link in an experiment earlier this year.

There is a very large carrot now dangling before the participants in this trial.

Last month agreement was finally reached on the setting up of a pan-European digital cellular radio network which will encompass 15 countries in Western Europe and Scandinavia when it opens in 1991.

A single technical standard enabling phones built in any of the countries to work anywhere else has been reached. UK operators say this is due in no small part to

the constant badgering of the reluctant French and West Germans by the department.

The way is now clear for what looks like being a multi-billion pound market for electronic equipment. Up to 5 million cellular phones are expected to be in use by 1995, a tenfold increase.

The UK operators will be chasing the enormous contracts for the building of the transmission infrastructure. Cellnet expects that to be worth between £2 and £3 billion.

On top of that will come the user equipment market, worth hundreds of millions of pounds a year.

Both Cellnet and Racal-Vodafone expect to team up with equipment manufacturers in consortia able to bid for the contracts.

Late last month, two equipment suppliers, Plessey and Racal, joined forces to set up Orbital Mobile Communications, which aims to supply about 20 per cent of the European market in 1991.

Orbital is already talking to Ericsson, Siemens and Philips about working together to exploit the pan-European market.

The department's foresight in encouraging private enterprise to get involved in cellular radio back in 1982 should repay the consumer as well as industry, however.

The sheer size of the European market, which the UK is now well-placed to exploit, means equipment costs are bound to fall. By 1995 a digital cellular phone may cost just a few hundred pounds, a fraction of the price of today's relatively unsophisticated analogue telephones.

Concluded.

## Hippie convoy

# Act used to move on 200

By Howard Foster

New police powers under the Public Order Act were used successfully for the first time yesterday to move 200 hippies in 60 vehicles from their camp site near Stonehenge in Wiltshire.

More than 150 officers from Wiltshire and 400 Ministry of Defence police with a helicopter surrounded the site near Urchfont, Devizes, yesterday as a midday deadline for the departure of the hippies approached.

The "travellers" had spent the weekend there holding a "peace picnic" during their pilgrimage towards Stonehenge for the summer solstice.

Tickets to attend the druidical ceremony are limited to 500 but hippie leaders said they still intend to be at Stonehenge this weekend.

Fear of the problems caused to small rural communities by the increasingly large groups of hippies in Wiltshire in the days before the solstice prompted the passing of the Public Order Act, 1986.

The police, who have received complaints from villagers that public services cannot cope with large groups of travellers, can now act against larger numbers of campers, even though they may be staying on public land.

Section 14 of the Act allows senior police officers to lay down conditions on an assembly of 20 or more people in the open air if it is disruptive or if it causes damage.

Yesterday, police in unmarked hired vans followed the hippies to stop them regrouping. No more than six vehicles were allowed to travel in any one convoy.

Mr Alec Rosenberger, a hippie spokesman, said: "We wanted to leave in two groups — those who are walking to Stonehenge and those who are in motor vehicles — but the police would not allow it."



## They can't face it at the office. Can you?

Ask any of the girls in your office what troubles them most about modern monitors or VDUs and they'll soon tell you... the screen is too small showing only two-fifths of a whole page, accompanied with poor resolution and screen flicker, it's tiring and irritating on the eyes.

So, it's not really surprising if they can't face up to all those extra letters, documents and daily figures.

Well, from now on, they will be able to happily face up to it, because there's a New monitor specially designed with the operator in mind... perhaps it won't surprise you to hear that its called the "EASYREADER".

### Whole (A4) Page - Black and White Image.

The EASYREADER has a flat screen that displays a whole (vertical) page at a time, which allows for a full 70 lines of typing, so the operator can see exactly what she is doing, without continually "reeling out". It also conveys a clear, clean sharp high resolution image in black on white - or if you prefer, white on black.

### Refreshingly Easier On The Eyes.

Because the EASYREADER technology "refreshes" the image more frequently than most standard monitors it conveys a "flicker-free" image so it is less tiring on the

eyes. But, this is simply because it was designed with the operator in mind.

### But Is it Compatible?

The EASYREADER is "IBM compatible" and most importantly is compatible with nearly every "standard" character configuration available so you needn't worry about it complementing your current hardware or software.

### Unique EASYREADER Rental Scheme.

The EASYREADER is available on an exclusive rental scheme of £10.92\* per week and what is really remarkable about the EASYREADER Rental Package is that it includes FREE installation and FREE servicing and a special telephone "HELPLINE" service manned by highly trained engineers as well as a guaranteed "Next Day" FIX - except in remote areas.

FIND OUT TODAY... BEFORE YOUR STAFF DO.  
TELEPHONE: 0425 471403

or complete and clip the coupon for more information and a free demonstration.

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Position held/Person to receive the demonstration \_\_\_\_\_

Send FREEPOST To: CBT Ltd Freeport Ringwood Hants BH24 3BR



The New "EASYREADER" monitor  
EASY TO WORK WITH - EASY ON THE EYES



# Proof that Epson's new laser printer can make anything look good.

Not everyone can be a great writer like what Shakespeare was. But with the new Epson GQ-3500 laser printer, anyone can make their work look outstanding — however rotten it's wrote.

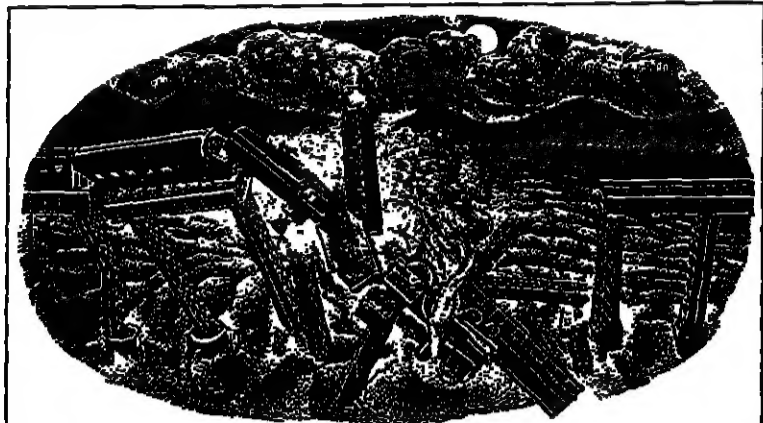
The GQ-3500 produces professional-quality artwork with fully-formed headlines, typeset copy and superb graphics that will put any typed-and-photocopied effort to shame.

Moreover, it can do this far faster and cheaper than any design studio or 'pronto-printing' shop.

One man who could certainly have done with it was the 19th-century Scottish poet William McGonagall.

For reasons that will become obvious, he could not get anyone to publish his 'Poetic Gems' and so had to pay a local printer to do the job.

If he'd had a GQ-3500 on his desktop, however, he could have published them himself and made them look as impressive as this:



**THE TAY BRIDGE DISASTER**  
BEAUTIFUL, Railway Bridge of the Silvery Tay!  
Alas! I am very sorry to say  
That ninety lives have been taken away  
On the last Sabbath day of 1879,  
Which will be remembered for a very long time...

**THE BATTLE OF EL-TIEH**  
YEs sons of Great Britain, I think no shame  
To write in praise of brave General Graham!  
Whose name will be handed down to posterity without any stigma,  
Because, at the battle of El-Tieh, he defeated Osman Digna...

**THE MIRACULOUS ESCAPE OF ROBERT ALLAN, THE FIREMAN**  
T WAS in the year of 1888, and on October the fourteenth day,  
That a fire broke out in a warehouse, and for hours blazed away;  
And the warehouse, now destroyed, was occupied by the Messrs  
R. Wyllie, Hill & Co.,  
Situated in Buchanan Street, in the City of Glasgow...

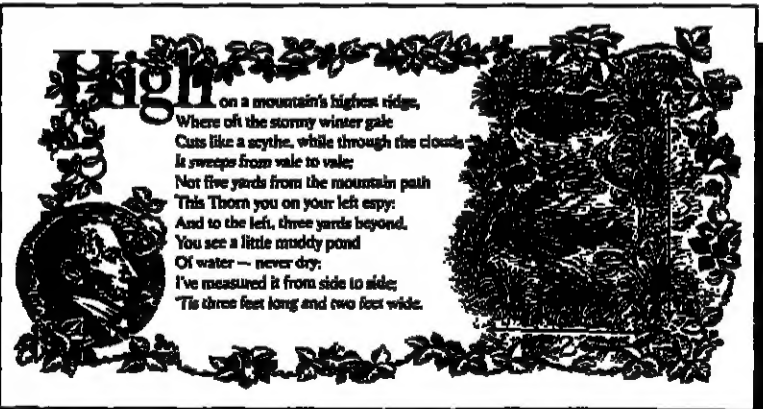
**JENNY CARRISTER, THE HEROINE OF LUCKNOW-MINE**  
A HEROIC story I will unfold,  
Concerning Jenny Carrister, a heroine bold,  
Who lived in Australia, at a gold mine called Lucknow,  
And Jenny was beloved by the the miners, somehow...

Since McGonagall was such a prolific poet, and because his compositions tended to be great in length (if not in quality), he would doubtless have appreciated the speed of the GQ-3500. (It prints six A4 pages per minute.)

And being a canny Scot, he would also have approved of its modest price — a mere £1,795 (RRP, excluding VAT) but including a Hewlett Packard emulation card which would cost around £125 to buy separately).

Yet William McGonagall was not the only poet whose work would have benefited from laser printing.

In the following bathetic extract from 'The Thorn', William Wordsworth shows just why people left him to wander lonely as a cloud.



At least with the GQ-3500, Wordsworth could have illustrated his concern for the puddle's exact dimensions with an accurate diagram of it.

Several present-day novelists spring to mind whose work would be greatly improved by laser printing.

But rather than risk a heavy libel suit, we have again chosen a writer from the 19th century.

Here are the opening lines of two novels by Edward George Earle Bulwer-Lytton — and as you will see, they need far more than the usual printer graphics, such as bar graphs and pie charts, to make them look good:



66 It was a dark and stormy night; the rain fell in torrents — except at occasional intervals, when it was checked by a violent gust of wind which swept up the streets (for it is in London that our scene lies), rattling along the housetops, and fiercely agitating the scanty flame of the lamps that struggled against the darkness."

From 'Paul Clifford' (1830).

66 'Ho, Diomed, well met! Do you sup with Glaucus tonight?' said a young man of small stature, who wore his tunic in those loose and effeminate folds which proved him to be a gentleman and a concomb."

From 'The Last Days of Pompeii' (1834).

Surprisingly, Bulwer-Lytton was second in popularity only to Charles Dickens in his day.

Today, he is chiefly remembered as the inspiration for the Bulwer-Lytton Fiction Contest, held every year in the United States.

The aim is to write the worst possible opening sentence for an imaginary novel — and the following entries were awfully successful:



The camel died quite suddenly on the second day, and Selena fretted sulky and, buffing her already impeccable nails — not for the first time since the journey began — pondered snidely if this would dissolve into a vignette of minor inconveniences like all the other holidays spent with Basil.

He was a Portuguese who had never fished and she was a Chinese who couldn't cook rice; he had enough hair on his chest to make a coat for a very small Hungarian and the way she kissed it made him wonder why.

Pignutz had hidden his misdeeds in the mothchenth, and now he had taken the beautiful and magical Mekkhm and her infant Tynyip there, too, and they all trembled as they heard the fearful chieftains of the invading Hinevwa just above.

You will notice that each entry has been produced in a different typeface. Changing between the seven resident fonts on the GQ-3500 is even simpler than McGonagall, thanks to the LED 'Selectype' panel on the front — and other fonts can easily be engaged by inserting special 'credit cards' into slots on the side of the machine.

In a previous Epson advertisement, we suggested that the near-silent SQ-2500 ink-jet printer was the only machine that the near-silent President Calvin Coolidge would have allowed in his office.

However, the GQ-3500 is so quiet, he would surely have approved of this as well.

For making bad writing look good, though, it would have been of more use to Coolidge's immediate predecessor in the White House:

## HARDING



Warren Gamaliel Harding,  
President of the  
United States 1921-1923.

"I would like the government to do all it can to mitigate, then, in understanding, in mutuality of interest, in concern for the common good, our tasks will be solved."

"I have had the good intention to write you a letter ever since you left, but the pressure of things has prevented, speeches to prepare and deliver, and seeing people, make a very exacting penalty of trying to be in politics."

"I carry no bitterness in my heart which dates from 1912."

"America's present need is not heroics but healing; not nostrums but normalcy."

"Progress is not proclamation nor palaver. It is not pretence nor play on prejudice. It is not the perturbation of a people passion-wrought, nor a promise proposed."

The GQ-3500 is certainly very flexible. It has an IBM character set fitted as standard, and both parallel and serial interface options are available to allow it to work with virtually any computer.

Gilbert Bohuslav should have used one with his DEC PDP11/70 in Houston, Texas.

He had managed to teach it how to play chess — but when he tried to get it to write a Western story, this was the result:



Tex Doe, the marshal of Harry City, rode into town. He sat hungrily in the saddle, ready for trouble. He knew that his sexy enemy, Alphonse the Kid, was in town. The Kid was in love with Texas Horse Marion. Suddenly the Kid came out of the upended Nugget Saloon. "Draw, Tex," he yelled madly. Tex reached for his girl, but before he could get it out of his car, the Kid fired, hitting Tex in the elephant and the tundra.

As Tex fell, he pulled out his own chess board and shot the Kid 35 times in the King. The Kid dropped in a pool of whisky. "Aha," Tex said, "I hated to do it but he was on the wrong side of the Queen."

Hardly a memorable composition, you will agree — but with the help of all the graphics stored in its own powerful 640K memory (expandable to 1.5Mb), the GQ-3500 does make it appear accomplished.

Like all Epson printers, the GQ-3500 has a full international character set built in, which would have made it perfect for Pedro Carolino.

He was a Portuguese who spoke no English — but he did not allow this to stop him from writing a phrasebook with the help of his Portuguese-French and French-English dictionaries.

**Portuguese**

**Preface**

We expect then, who the little book (for the care what we wrote him, and for her typographical correction) that may be worth the acceptance of the studious persons, and especially of the Youth, at which we dedicate him particularly.

**Familiar Phrases**

A que horas se janta?  
Tocai-vos do tóque-se.  
Nunca devemos zombar dos infelizes.  
Vós cauais do Vin. cinto muito bem.  
Estão encatarroado do endefuzado.

**Idioms and Proverbs**

Por dinheiro batia o perra.  
Vale pesado à burro.  
A cavalo dado não se o olha para o dente.  
Pedra moedeira nunca troco a cubita.  
Não tem cura, nem rama de figueira.

**Familiar Dialogue**

Venho ver os seus móveis quero mobilar um aposento.  
Aqui achará Vm. todos os de que precisa.

Esse trase de salão, com damascos cramezim, é compêzio?  
Sim, senhô.  
Não me perdoe odo.  
Ei não diga: sabe das mãos do fabricante.  
Tem Vm. espêlho?  
De que tamanho os quer?  
De quatro pés, seis pollegadas de largo, e sette d'altrém, pouco mais ou menos.

**English**

**Preface**

At what o'clock dine him?  
Dress your hairs.  
It must never to laugh of the unhappies.  
You sing not very deat well.  
I am catched cold.

**Idioms and Proverbs**

Nothing some money, nothing of Swiss.  
He is valuable his weight's gold.  
A horse beared don't look him the tooth.  
The stone as roll not heup up not flum.  
He is beger as a church rat.

**Familiar Dialogue**

I come to see your furniture, I have a apartment to furnish.  
You will find to my store house whole than you won't.  
Is it complete this parious furniture in damask crinson?  
Yes, sir.  
It seems no me new.  
Pardon me, it comes workmen's hands.  
Have you some glasses?  
Which highness want you in?  
I want almost four feet six thumbs wide, over seven of long.

On the subject of size, the GQ-3500 has a heightness of only 8.46 thumbs, has one foot 3.9 thumbs wide's and one foot 4.4 of long. This makes it the most compact laser printer you can buy.

The list of possible applications is virtually endless. You can use the GQ-3500 to print anything from simple memos and letters to full-blown official documents. It can even make government regulations appear interesting:

## EXPLANATORY NOTE

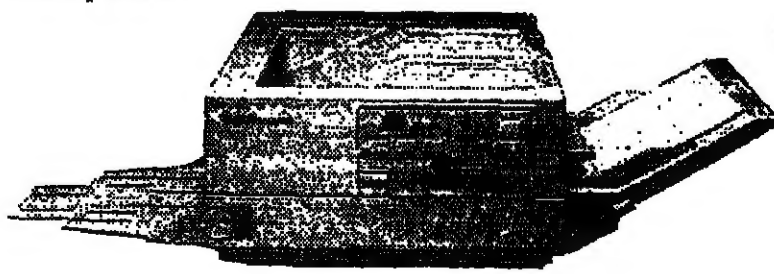
Regulation 3 of the Local Government (Allowances) Regulations 1974 (the 1974 regulations) (S.I. 1974/447) made provision prescribing the amounts of attendance and financial loss allowances payable to members of local authorities. Regulation 3 of the Local Government (Allowances) (Amendment) Regulations 1981 (the 1981 regulations) (S.I. 1981/100) substituted a new regulation for regulation 3 of the 1974 regulations. Regulation 3 of the Local Government (Allowances) (Amendment) Regulations 1982 (the 1982 regulations) (S.I. 1982/25) further amends regulation 3 of the 1974 regulations with effect from 8 March 1982 by increasing the maximums of financial loss and attendance allowances. Regulation 7 of the 1982 regulations will have revoked both regulations 3 and 5 of the 1981 regulations (regulation 5 being a regulation revoking earlier spent regulations) with effect from 1st April 1982. These regulations preserve regulations 3 and 5 of the 1981 regulations by revoking regulation 7 of the 1982 regulations.

Unfortunately, it cannot save them from being as comprehensible as the average computer manual. (The GQ-3500, on the other hand, is extremely easy to operate and maintain — though as you would expect of an Epson, it is exceptionally reliable.)

You have now seen the proof that laser printing can make even the worst writing appear polished — so just imagine what it could do for yours.

Find out more about the GQ-3500 by writing to: Epson (U.K.) Limited, Freeport, Birmingham B37 5BR. (Alternatively, call up Prestel \*280# or ring 0800 289622 free of charge.)

You could soon be looking gooder in print than you ever think possible.



**EPSON**

Bulwer-Lytton Contest entries reproduced from 'It was a Dark and Stormy Night' ed. Scott Rice (1984); 'Explanatory Note' from 'Gobbledygook' by the Plain English Campaign (1984).



## WORLD SUMMARY

## Deal reached on relief for Jaffna

Colombo — Sri Lanka and India agreed yesterday on ways to distribute Indian relief supplies to Tamils in the Jaffna peninsula (Vijitha Yapa writes).

It comes 11 days after the controversial Indian airdrop of 25 tons of supplies over Jaffna, violating Sri Lankan air space and allows Indian ships to carry relief supplies to Jaffna after inspection by Sri Lankan officials at a designated Indian port. They will be escorted to Kankasanthurai.

Distribution will be carried out by the Colombo Government with the help of the Government Agent of Jaffna, six representatives each of the Red Cross of the two countries and two from the Indian Government.

## Minister 'Love spy' jailed

Moscow — Mr Vladimir Sushkov, the former Soviet Deputy Minister of Foreign Trade, was sentenced yesterday to 13 years imprisonment and the confiscation of property for his part in a systematic bribery scandal in which he took 127,000 roubles (\$127,000) from foreign companies (Christopher Walker writes).

Reporting the heavy sentence by the Soviet Supreme Court, Tass said that the former minister's wife was sentenced to 11 years in jail and an aide of Mr Sushkov to six years.

The court's verdict said that Mrs Valentina Sushkova, a former member of the State Committee for Science and Technology, had taken bribes amounting to 392,000 roubles.

The case is expected to continue for several months.

## Nigeria bars journalist

Nairobi (AP) — Nigerian officials detained Mr Ray Wilkinson, a correspondent for the American magazine *Newsweek*, for nine hours at Lagos airport before deporting him as a prohibited immigrant.

Mr Wilkinson, from Tipton, near Birmingham, had flown to Lagos from his base here on Sunday to cover a conference on African debt organised by the United Nations Economic Commission for Africa.

Mr Wilkinson said he had a valid visa to enter Nigeria issued by its High Commission in Nairobi but at Lagos airport immigration officials refused him entry.

## Trial date SS guard set today

A court in Limassol, Cyprus, is expected to set the trial date today for three Arabs charged with the attempted murder in April of a British Army corporal and the daughter of a warrant officer (Nicholas Beeston writes).

Police sources say the three — Saleh Ali al-Hamad, aged 26, Rashid Abdallah Salem, aged 24, and Abdel Aziz Farhan Khassab, aged 34 — will be tried in October. The delay is to enable defence lawyers to inspect the prosecution's evidence from 80 witnesses.

They have been accused of attempted murder, possession of firearms and explosives and travelling on false Bahraini passports.

## US soldier shot dead

Washington — An American soldier was killed in Honduras at Palmerola Air Base, a large US installation, when he was shot by a gunman as he patrolled the perimeter, (Christopher Thomas writes).

Army Staff Sergeant Randal Harris, aged 34, who was killed on Saturday, was married with three children. The base has become a principal military centre for the US, which has conducted almost non-stop military exercises in Honduras for the past six years.

## Communists suffer unexpected slump after high turnout

By Andrew McEwen, Diplomatic Correspondent

Italy's Communist Party, the largest in Europe, last night appeared to have suffered a slump in support, according to early computer projections in the Italian general election.

The first figures available after polls closed yesterday afternoon related to the Senate. Italy's Upper House, but were thought likely to point to an overall trend.

A forecast by the private research institute Doxa, based on 15 per cent of returns 90 minutes after the polls closed, showed the Communists polling 27.3 per cent, more than three per cent down on their Senate result in 1983.

This was in sharp contrast with opinion polls before the election which showed the Communists overtaking the Christian Democrats, traditionally Italy's largest party, in a way that could give them their best chance in 40 years to participate in a government coalition.

The Christian Democrats, who have had ministers in all 46 governments since the Second World War, were stable at 32.7 per cent, slightly

higher than their support in the Senate vote in 1983, according to the predictions.

Far larger numbers than expected turned out to vote. Fears that disillusionment with the prospects for change would cause a wave of abstentions proved unfounded. The



turnout proved considerably higher than in the British election, where a clear choice was on offer.

Even after four decades of revolving-door governments, Italians apparently retained their appetite for political rituals.

Three hours before the polls closed 81.1 per cent of the 45.5

million voters had cast their votes.

In the southern port of Bari a man was turned away from his polling booth on the ground that he had died in Venezuela in 1980. Only when he obtained a certificate from the local authorities confirming that he was still alive was he allowed to mark his X in the appropriate space on his voting slip.

Another voter missed his last chance to cast his vote by seconds. The 85-year-old voter died in a Rome polling booth, causing a 45-minute closure.

The unexpectedly high turnout was thought to have been stimulated by appeals from politicians and newspaper writers.

The rival attraction of the beach was made more irresistible by pouring rain in many places.

There had been fears that up to two million voters might register dissent by leaving their ballot papers blank, but it will not become clear until later this week whether these were well founded.

## Warsaw Pact guns hit German ship

From John England, Bonn

A West German navy supply ship was hit by gunfire from a Warsaw Pact warship in the Baltic early yesterday. Three sailors were slightly injured.

The 99-man ship *Neckar*, 2,570 tonnes, was hit by five rounds from what the Bonn Defence Ministry believes was a 30 mm Gatling gun used to spray rapid fire at anti-ship missiles. The incident, which a ministry spokesman said "must have been an accident during gunnery practice", took place in international waters.

The spokesman said "Taranul" class anti-missile corvettes, one East German and two Polish, were in the area at the time. An "Osa" class fast torpedo boat was also sighted.

but her nationality was unknown.

The injured men, who suffered splinter wounds, were flown to Kiel by helicopter and the *Neckar* later headed back to the port which is the base of the Seventh Fast Boat Squadron which she supplies. The spokesman said two of the hits were below the waterline near the stern, which caused a leak, and another shell caused a fire in a gun turret on the after-deck. The ship's own damage control parties, however, were able to deal with the situation.

The incident was the first of its kind in the Baltic, and the ministry spokesman said: "We believe it was caused by either human or technical error."



The four diplomats expelled by Iran arriving home yesterday: from left, Mr Thornton, Mr McLaren, Mr Welborn and Mr McDonald. Second right is Mrs Maisie Murphy.

## Israelis wooing black African states

From Ian Murray Jerusalem

Israel is ready to provide military expertise to black African countries in return for diplomatic recognition.

Relations were re-established last week with Togo, where Mr Yitzhak Shamir, the Israeli Prime Minister, yesterday began a short regional tour. Other technical assistance in areas like industry and agriculture are on offer.

Israel is prepared to go out of its way to rebuild good relations with black Africa, in part because it wants to be able to call on African support to counter the black vote of Arab countries inside the United Nations.

Last week, Togo became only the fifth nation in the continent to reopen relations from among the 29 countries which broke them off, mostly

## Bank staff in hostage drama



Four of six left-wing Turkish dissidents who occupied a Turkish bank in Amsterdam and held two employees hostage appearing on the bank's balcony yesterday. The six, protesting at the alleged death in Turkish government custody of four comrades, later surrendered.

after the 1973 Arab-Israeli war.

Mr Shamir will be formally signing the diplomatic agreement during his visit, before flying to Cameroon and Liberia, two of the other countries which now have ambassadors to Israel. It is possible that he may also visit the Ivory Coast or Zaire, which also have relations.

Israeli hopes are high that at least two other countries are on the point of following Togo's example.

Togo has been roundly condemned by the Arab League for its move, underlining Arab concern that there may be the beginnings of a domino effect, with country after country resuming relations despite the growing strength of Islam in Africa.

Libya's destructive role in Chad has indirectly helped

Israel to argue against the Arab lobby. It has also been able to point to the absurdity of the fact that most countries broke off relations to support Egypt in its struggle against Israel — and that Egypt has since signed a peace treaty.

It is likely, too, that Israel has begun to succeed in convincing black Africa that its relationship with South Africa has begun to cool and that its role there is, in any case, marginal.

On the other hand it has a considerable amount to offer, as the industrialists and experts travelling with Mr Shamir will explain.

Israel is working hard behind the scenes to improve contacts and there are many thousands of Israeli experts, particularly in desert agriculture, working even in countries which have no diplomatic links.

● Mini-conference: Mr Shamir has put forward the idea of a regional mini-conference in an attempt to head off growing worldwide support for a United Nations-sponsored international conference on the Middle East.

His suggestion has been given to Mr Marrack Gouding, the UN Under-Secretary-General for Political Affairs, who has just started a tour of the region to sound out opinion on the international conference.

The mini-conference Mr Shamir is considering would include all the region's states and Palestinians who were not PLO members, but it would not include the five permanent members of the UN Security Council. Arab states are not interested in a conference without UN backing.

## Expelled envoys arrive home

By Our Diplomatic Correspondent

Four British diplomats arrived home yesterday after they were expelled from Iran, while Britain's reply remained under consideration.

The Foreign Office confirmed that there would be a British response, but there was no hint of the timing.

The four, whose expulsion was announced by Iran last Thursday, 24 hours after Sir Geoffrey Howe, the Foreign Secretary, had effectively reduced the number of Iranian diplomats in Britain by two, appeared exhausted.

The Second Secretary, Mr John McDonald, said: "At the moment I am a bit tired. We

were only given three days to pack up.

The others were the First Secretary, Mr Victor Welborn; the Registry Officer, Mr John Thornton; and Mrs Marilyn McLaren, a secretary, whose mother, Mrs Maisie Murphy, who was on holiday in Tehran, accompanied them.

Mr Murphy said the atmosphere in the mission was "very tense". The expulsions left Britain with 10 diplomatic posts in Iran, but one officer is abroad. Before the current crisis there were 19.

The Foreign Office assumes that Iran still has 16 diplomats in Britain.

Whitehall sources said many of those who had been expelled were Farsi speakers and that most of those who remained were not. The Tehran Government has weeded out those most likely to be able to report accurately on the Iranian situation, with the exception of Mr Christopher MacRae, head of the mission.

● ANKARA: The Iranian Prime Minister, Mr Mir-Hossein Mousavi arrived yesterday heading a delegation for talks with Turkish officials on issues ranging from the Iran-Iraq war to economic ties (Reuters reports).

## Archbishop of Canterbury's missing envoy

## Waite 'victim of superpower struggle'

From Robert Fisk Beirut

The Lebanese journalist who broke the story of America's secret arms sales to Iran says that Mr Terry Waite, the Archbishop of Canterbury's envoy, is still alive but became the victim of a superpower confrontation over the Gulf War when he disappeared in Beirut on January 20.

Mr Hassan Sabra, the editor of the weekly magazine, *ash-Shiraa*, who openly acknowledges his close relationship with one of the factions now struggling for power within the Iranian regime, also insisted in an interview with *The Times* that some of the American hostages in Lebanon had been transferred to Iran, despite denials by the Iranian Embassy in Beirut. The kidnappers would not kill their captives, he said, because "it would be like killing the chicken that lays golden eggs".

Mr Sabra speaks without hesitation — certainly he does not pause for thought — and

there is a slightly disturbing quality to his Delphic utterances. In Lebanon, journalists are more vulnerable than they are anywhere else, and Mr Sabra, while he claims to be unafraid, may have reason to be so.

"The United States needs to establish relations with Iran," he said. "It also needs to see the Iran-Iraq war continue. Also, Iran needs money and weapons from the States. For this reason, the negotiations between Iran and the US will continue to take place in different ways. It started with McFarlane (Mr Robert McFarlane, President Reagan's former National Security Adviser) and his exposed visit to Iran; next came the abduction of Terry Waite and it reached a dead end. When the Americans continue to negotiate with Iran with different means, we will expose this issue journalistically."

Mr Waite, he claimed, had been continuing the work begun by Mr McFarlane, who flew to Tehran last year with a

shipment of arms and spare parts. "The Iranians are sure that Terry Waite is not an Anglican bishop (sic)," he said. "They are sure that he is an American spy." Mr Sabra gave no indication whether he realised how damaging this assertion might be to Mr Waite. His information, he went on, came from a faction within the Iranian Government with whom he had become acquainted through his friendship with Mr Mohamed Montazeri, the son of the Iranian leader Ayatollah Khomeini's designated successor. Mr Montazeri died in the bombing of the Islamic Republican Party headquarters in Tehran in 1980.

Mr Sabra, a sanguine, slightly chubby figure who was born in the southern Lebanese village of Hadatha in 1948, is now Lebanon's best-known journalist. It was President Reagan who described his magazine as a "rag" when it revealed details of the secret arms shipments to Iran, a denigration that helped to

raise its weekly circulation — both in Lebanon and abroad — to a respectable 55,000 copies. Mr Sabra believes that Mr Waite's position in Beirut last January became untenable when the Soviet Union made a sudden policy decision to support Baghdad in the Gulf War. At that time, the Iraqi city of Basra in the southern sector of the war front was the scene of a major offensive by Iranian revolutionary guards.

"The Soviet Union told Tehran that its final attitude (in the war) was to back Baghdad," Mr Sabra said. "... during that time the negotiations were going on in Beirut between Terry Waite and those who were responsible for the kidnappings. The things that were wanted by the Iranians were weapons and money."

"The Soviet Union had informed the Americans and the Iranians that Basra was considered by them to be a 'red line' and that it would not permit the city to be taken by the Iranians. Consequently,

the Americans hesitated in delivering some kinds of weapons — so Terry Waite paid the price for this ... He paid the same price McFarlane paid before him and both of them were directed by the American Administration."

The belief that the United States was last January still selling arms to the Iranians is firmly rooted among Lebanese journalists, and some Iranian sources here have also insisted that this was true. Mr Waite, who strenuously denied any knowledge of the arms-for-hostages scandal, has already been accused by one group of Beirut kidnappers of being an American agent. The Archbishop of Canterbury has, equally firmly, denied this.

Mr Sabra smiled when he was asked if he might have placed himself in the position of being "used" in the internal power struggle in Iran. He had been influenced by information he once received from Mr Mohamed Montazeri, he said.

## Tinned Spam at 50 becomes an American legend

From Charles Bremner, New York

Forget the 200th anniversary of the constitution, now being solemnly celebrated across America. The country is about to mark the first of two birthdays far closer to home. Superman turns 50 later this year and this month it's the turn of another national legend: Spam.

For any American — or Briton — over 40, the little tins of pork parts are an object of bitter-sweet memory, conjuring up school meals and wartime austerity.

Though maligned as the wartime GI's basic ration and the butt of Monty Python humour in the 1970s, Spam continues to thrive in an age of salad bars and frozen gourmet dinners.

Spam's makers, A. Hormel and Company, of Austin, Minnesota, proudly turn out 450 cans of the stuff every minute in three American cities and in seven other countries including England. Sales have only dipped slightly since a peak five years ago. A total of four billion tins have now been sold in the US and around the world since Hormel thought of sealing its mixture of pork shoulder and ham in a vacuum so tight that it stayed edible for seven years.

Much of Spam's success came from its name and a marketing approach ahead of its time. The makers offered a \$100 prize for the best name and were about to call it Brunch when someone

suggested the acronym for "Spiced Ham" and "the new miracle meat" was launched in June 1937.

Early Spam advertisements depicted the product as the perfect food for breakfast, lunch, dinner and snacks. Spam gave birth to the first jingle to be sung on American radio. To the tune of *My Bonnie Lies Over The Ocean*, it went *Spam, Spam, Spam, Hormel's new miracle meat in the can, tastes fine, saves time. If you want something grand ask for Spam.*

In the late 1930s and in the Second World War Spam came to dominate the canned C-rations of the military. According to one of a thousand spam

jokes, an exhausted American pilot emerged after months in the jungle where he lived on berries. Offered a can of Spam, he heads back to the jungle calling for berries.

According to the company's spokesman, Mr Richard Crane, Spam owes its phenomenal success to its "versatility, convenience and taste". "Spam has a lot of history about it," he says.

To celebrate the birthday, Spam contests are being run and Spam executives will gather in Austin on July 4 for a "Spam cook off".

And Spam jokes are still doing the rounds. David Letterman recently proposed Spam on a rope in case of hunger in the shower.

# TAKE REAL PICTURES REAL EASY

## -with the Minolta AF-E

Get out of snapshots and into real pictures. AF-Easy!

The Minolta AF-E is just that. Easy. Easy to load the film by popping in the cassette, positioning the leader and closing the back. Easy to take the shot by pointing and pressing a button.

Autofocus, autoexposure and the superb Minolta lens give you beautifully sharp and perfectly exposed photographs every time. Even when there's not enough light, because the clever AF-E turns its own flash unit on and waits till it's charged before telling you to go ahead!

There's a built-in motor to wind the film on between shots and rewind the film when you come to the end of the roll. Everything

technical is done for you. That leaves you free from worries, to be creative about what you're doing and not how you're doing it! That's real photography! The Easy way.

Your Minolta Dealer will show you exactly how Easy the AF-E really is. And at around £99 or less even the price is Easy!

# MINOLTA

© Minolta (UK) Limited

CUT ALONG TO YOUR MINOLTA DEALER



## Anti-government demonstrations spread in Seoul

# Civilians in protest as student occupation ends

From David Watts  
Seoul

Only hours after South Korean students relinquished their "liberated zone" in front of Seoul's Catholic cathedral, hundreds of ordinary members of the public moved in to chant anti-government slogans yesterday.

As darkness fell their numbers were building up significantly. One estimate last night put the crowd in the thousands.

Earlier the students were taken off the cathedral grounds in buses and accompanied by priests with guarantees that they would be given safe passage back home or to a university campus and that they would not be prosecuted.

A group of 10 student leaders and two members of the public, however, stayed behind vowing to go on hunger strike.

The new occupation of the site in front of the cathedral was apparently prompted by the heavy-handed behaviour of riot police at lunchtime.

As the crowds of shoppers, sightseers and office workers going out for a meal built up in the approach to the cathedral, the riot police fired teargas into the crowd.

Enraged by this now familiar policy of firing teargas at



A student with a flaming paint spray can and a policeman wielding a fire extinguisher duel through netting during yesterday's demonstration in Seoul.

any concentration of civilians, whether well- or ill-disposed towards the police, the crowds moved into the cathedral grounds. They began shouting anti-government slogans.

In response, squads of young men in jeans, sports shirts and motorcycle helmets

moved in among the crowd. Some wore black leather fingerless gloves which looked like knuckle-dusters.

Most Koreans are unsure whether these men are police, students who have chosen to do police duty instead of national service or hired

things, but their role is generally to intimidate civilians.

They are used as "snatch squads" to grab people out of the crowd and put them in police custody.

These young men moved back and forth through the crowd, occasionally withdrawing

only to reappear a few minutes later. Each time they were withdrawn the crowds would cheer or sing the national anthem.

Then in the middle of the afternoon the authorities moved in more riot police from their deployment point

100 yards round a corner and sealed the people in the cathedral grounds, thus ensuring that the demonstration would continue since the demonstrators could no longer leave.

Jeering at the police, a group of students stood at the front

of the crowd holding banners and led the chants denouncing the Government and its constitution.

An old woman offered the young riot policemen drinks and then harangued them loudly. A businessman, apparently from a nearby shop, came out and told the demonstrators their time was up.

Behind the riot police the shops had been shuttered for some time. Political unrest was clearly bad for business.

"We can't say anything we want. There's no freedom of the press and the Number One man tells us who the next president is going to be. We want to choose our president ourselves," said a travel agent near the walls of the cathedral.

"Ninety-nine per cent of the people have had enough of this Government and the students are ready to die to remove it," he said.

"I'm 52 now so I'm not as strong as the students, so I follow behind. Many more people would come out and protest but they haven't been able to make preparations for their families if they are arrested. They have to work."

The Government, meanwhile, says that an extraordinary session of the National Assembly will resume this week with the Opposition in attendance to try and seek an end to the discontent.

## Vietnam urged to consider refugees

From M.G.G. Pillai  
Singapore

Relations between Vietnam and Cambodia, the problem of Vietnamese refugees and the world economy dominated discussions at the start of the 20th annual meeting here of foreign ministers from the Association of South-East Asian Nations.

Mr Lee Kuan Yew, Singapore's Prime Minister, said in his opening speech that the U.S. must recover its competitive advantage and become a creditor rather than a debtor nation. "If she does not, her position as the anchor of the world's security will be gradually reduced," he said.

The ministers - from Thailand, Malaysia, Singapore, Indonesia, Brunei and the Philippines - called on Vietnam to be more flexible in allowing back refugees wanting to return. There are now more than 140,000 refugees in camps in Thailand, Malaysia, Indonesia, Brunei and the Philippines, according to Mr S. Chanabalan, Singapore's Foreign Minister.

The ministers were also due to discuss a four-point UN Cambodian peace plan which among other things calls for a partial withdrawal of Vietnamese troops from Cambodia.

## Civilian pressure groups in the path of progress

The weeks in the run-up to the 10th anniversary of Spain's first free elections in 1978 saw successive Socialist ministers battling with various pressure groups. Richard Wigg describes how the disputes revealed underlying social and mental constraints even after a decade of democracy.

When Spain's Socialist Party first won power in 1982, dismissing the Centre Democrats (UCD), it looked as if its main problems with established power groups would come from the armed forces.

But four and a half years in office have shown it to be far more troubled by civilian groups - lawyers, doctors, civil servants, airline pilots and other well-connected elements such as the students - all accustomed since the Franco era to play a bigger role than ordinary people on the national stage.

Although the Socialist Government initially made concessions to the doctors and lawyers, it is now becoming increasingly authoritarian in pushing through its reforms.

The Socialists have reshuffled the judiciary, demanding greater efficiency and upsetting magistrates aged over 50 who have had to adapt to Spain's 1978 democratic constitution. "Spain's officials may be willing new laws, but most of them were formed in another mould," one of Spain's senior-most most senior judges commented.

The Socialists have also been trying to reorganize the national health service created by the Franco regime, the control of which rested with top doctors who combined their hospital hours with lucrative private practices. These reforms have angered the doctors, who resent their loss of income, social prestige and power. At the same time, however, the Gonzalez Government has not increased the health service budget although there has been a rise in the number of patients.

"The Spanish people are strange," a Cabinet minister remarked. "In the complex industrial society Spain has now become they still want to be individualists and yet they also want the state to use its power to solve their problems for them."

The ruling Socialist Party is without broad roots. When it came to power, suspecting the middle-class professional groups, it relied very substantially on its 180,000 members in recruiting for government posts.

Socialist leaders complain

that the existing narrowly professional organizations put too much time and energy into a European-style Conservative Party, broadly representing a general interest, has yet to establish itself in Spain.

Yet one of the major obstacles to establishing such a much-needed force, able to win a Parliamentary majority, lies precisely with the leaders of the professional groups.

When the Economics Minister charged lawyers and industrialists with not declaring their real incomes to the

## Spain's decade of democracy Part 2

tax inspectors, after his Ministry had produced some damning statistics, one of Spain's most distinguished barristers accused him of breaking the constitution.

In the reform of the civil service the Government has been routed. Spain's 1.7 million bureaucrats have not perceptibly changed their attitudes towards the public although Señor Gonzalez's promise "to make Spain function efficiently" was one of the most enticing of his 1982 election campaigns.

The 1984 Civil Service Reform Act has been abandoned. Even starting the working day at 8.30 a.m. has become anecdotal, with an increase in the sale of crossword puzzle books to civil servants the only "change".

"How can you have the Spanish civil servants' classic 19th-century 'You must come back tomorrow surviving in this computer age?'" a businessman asked.

A Liberal academic observed: "We have done very well setting up the Parliamentary institutions of democracy and King Juan Carlos has performed marvellously, but institutions do not themselves make democrats."

And a young Madrid woman lawyer insisted: "The big test still is a change in Spaniards' mentality, including, of course, the civil servants. But it's my children's generation who will see that."

## Shultz backs protection of Philippines war sites

Corregidor (AP) - Mr George Shultz, the US Secretary of State, yesterday toured the Philippines battlegrounds that made this rugged island a symbol of American courage in World War II. He said he would support a plan to save the sites from vandals and neglect.

The island was known to its 13,000 American defenders as "The Rock". It was Mr Shultz's first public appearance of a three-day trip to the Philippines, and his visit came amid concern among historians and US veterans groups that the battlegrounds and a memorial and museum on the site of Corregidor's former headquarters are being dam-

aged by scavengers and the encroaching jungle.

The Philippines Ministry of Tourism has proposed turning the site into something approaching a theme park, costing up to \$100 million (£60 million). It would cost \$250,000 initially and \$100,000 each year thereafter to organize the museum and monument and keep them open to tourists, according to Mr James Black, the historian who guided Mr Shultz and others on a one-hour tour.

Mr Black wants the American Battle Monuments Commission, which maintains war memorials in other parts of the world, to add Corregidor to its list.

# Announcing our new Sunday non-stop flight to Hong Kong.

## For those who would rather you spent the weekend at home.



From Sunday 5th July, Cathay Pacific will have three non-stop flights from London to Hong Kong every weekend.

6pm on Sunday. 6pm on Saturday, for those who need to get there earlier. And 6pm on Friday, for those who can't wait to get away. So you can choose where to spend the weekend, confident that you'll arrive in better shape at the other end.

For full details of our daily flights from London to Hong Kong and our comprehensive network, see your travel agent or call us on 01-930 7878.

Arrive in better shape  
**CATHAY PACIFIC**

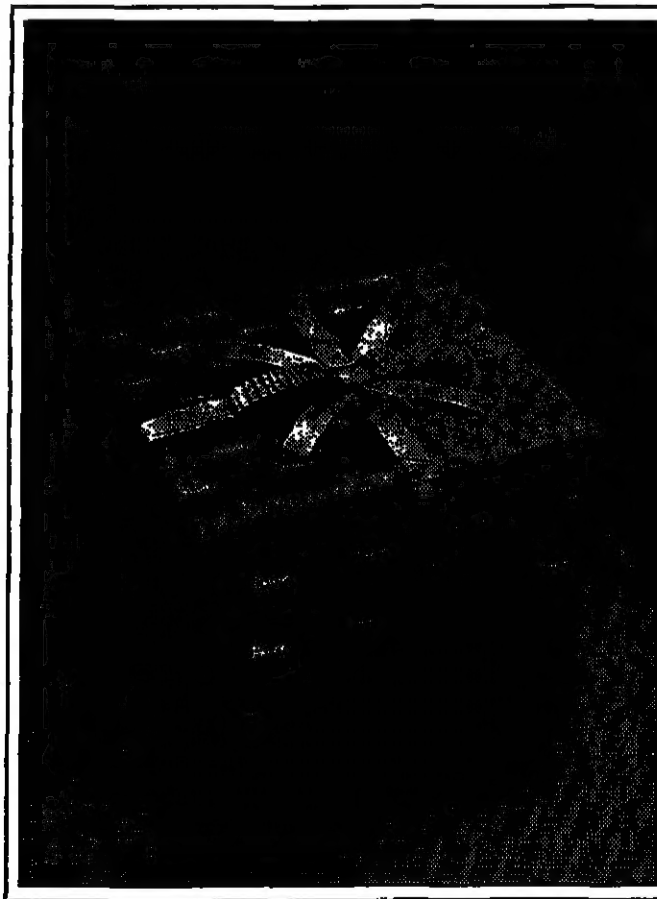


# THIS FATHER'S DAY, SHOW HIM HOW WELL YOU'VE BEEN BROUGHT UP.

To show your love and affection, why not come to  
Harrods for your Father's Day present?  
And prove once and for  
all that good taste is, indeed, hereditary.

Regimental striped short sleeved cotton shirt with  
buttoned down collar, £42 (*Man's Shop*).  
'Happy Father's Day' boxer shorts, £5.95 (*Man's Shop*).  
Silver plated breakfast egg set, £22.50 (*Men's Gifts*).  
Gold plated bottle lock, £11 (*Men's Gifts*).  
Newspaper reading gloves, £6.95 (*Man's Shop*).  
Silver plated pocket cigar case, £89 (*Men's Gifts*).  
Dunhill Father's Day tobacco mix, £3.50 (*Dunhill Shop*).  
50 Dunhill small cigars in gift box, £27 (*Dunhill Shop*).  
Build-his-own BBQ kit, £41 (*Garden Furniture*).  
Webber Gas BBQ, from £125 (*Garden Furniture*).  
BBQ rib rack, £14.50 (*Garden Furniture*).  
Outdoor chess set, 64" x 64", £270 (*Garden Furniture*).  
Comfort rocker, £495 (*Furniture*).  
Original sporting prints, from £60 (*Old Maps and Prints*).  
Punch cartoon, £12 (*Old Maps and Prints*).  
X-Change, foreign currency convertor, £6.95 (*Way in*).  
Jean Paul Gaultier tie, £30.00 (*Way In*).  
Car-shaped clip-on calculator, £13.75 (*Way In*).  
Question of Sport, boxed game, £28.95 (*Adult Games*).  
Alabaster Chess Sets from Italy, £71.50 (*Adult Games*).  
Harrods Bridge Set, £14.50 (*Adult Games*).  
Battery operated Tie-rack, £24.95 (*Small Electrical*).  
Harrods Exclusive shaver, £89 (*Small Electrical*).  
Rowenta Egg Boiler, £19.95 (*Small Electrical*).  
Panasonic Answerphone £249.95 (*Small Electrical*).  
Braun Travel Toothbrush, £26.95 (*Small Electrical*).  
Harrods Ace Exclusive Tennis Racquet by Pro Kennex,  
£65 (*Olympic Way*).  
Pack of 3 Coloured Golf Balls, £1.95 (*Olympic Way*).  
Drum of Golf Tees, £1.95 (*Olympic Way*).

Set of Golf Wood Head Covers, £10.95 (*Olympic Way*).  
Golf Towels, £4.95 (*Olympic Way*).  
Dovecote and 2 live Doves, £400 (*Garden Accessories*).  
Cufflinks, silver plated, £83.25 (*Home Entertaining*).  
Silver plated money clip, £56.50 (*Home Entertaining*).  
Stainless Steel money clip, £6.65 (*Home Entertaining*).



Sterling silver pocket knife, £137 (*Home Entertaining*).  
Harrods Tobacco - Gift pack, £11.95 (*Harrods Shop*).  
Harrods Leather Key Ring, £2.50 (*Harrods Shop*).  
£1 Coin Holder, £5.95 (*Harrods Shop*).  
Harrods for Men Aftershave, £16.50 (*Harrods Shop*).  
Set of 12 Golf Balls, £12.00 (*Harrods Shop*).  
Racing Set, 3 flasks in case, £75 (*Hospitality Shop*).

Eugene Laroche 1979 Vintage Champagne, £15.50  
(*Wines & Spirits*).  
Harrods de luxe Whisky 12 year old, 60% malt blend,  
£10.00 (*Wines & Spirits*).  
Magnum Pack of red and white Bordeaux from  
Château Ducla 1984, £17.20 (*Wines & Spirits*).  
Single Bottle Optic, £19.95 (*Hospitality Shop*).  
Travel Bar in Attache Case, £95 (*Hospitality Shop*).  
Miniature malt whisky and 1lb Orkney Cheese in  
basket, £7.00 (*Dairy Produce*).  
Mrs Bridges Gentleman's Gift Pack, £4.30 (*Pantry*).  
1lb of Scottish Smoked Salmon, £12.80 (*Food Halls*).  
Crocodile Filofax, £590 (*Small Leather*).  
French Crocodile Hip Wallet, holds 10 credit cards,  
£250 (*Small Leather*).  
Drivers Watch by Diane von Furstenburg, £145  
(*Fashion Jewellery*).  
Small Leather Reminder Pads, £70 (*Les Must de Cartier*).  
Banknote Wallet, £75 (*Les Must de Cartier*).  
Credit Card Holder, £60 (*Les Must de Cartier*).  
Money Clip, £110 (*Les Must de Cartier*).  
Manicure Set, gold plated implements, £90 (*Toiletries*).  
Shaving Brush, finest quality silver-tipped badger with  
acrylic handle, £88 (*Toiletries*).  
Hair Brush, pure bristle hand drawn brush, macassar  
wood back with ivory inlay, £94 (*Toiletries*).  
Aramis Sun Series scalp protector, £8.50 (*Toiletries*).  
Lauder for Men After Shave Skin Lotion gift wrapped  
for Father's Day, £18 (*Toiletries*).  
Jumbo bottle Polo Special Edition Eau de Toilette  
950ml, £120.50 (*Toiletries*).  
Harrods for Men Collection gift set, £9.95 (*Toiletries*).

**Harrods**

Knightsbridge SW1. Tel: 01-730 1234. Personal shoppers only.



## Caste system paramount in Haryana's complicated election battle

## Yeomen farmers crucial to Gandhi hopes

From Michael Hamilton, Delhi

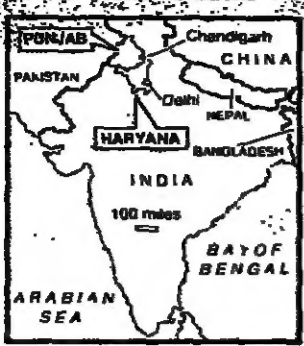
At the end of the green plain of the Ganges, where the earth begins to dry and crumble as it stretches towards the Rajasthani deserts, Mr Rajiv Gandhi, the Prime Minister and other leading Indian politicians have been campaigning in temperatures of 40 degrees in the shade.

The immense heat, tempered by violent pre-monsoon storms, has been stoking up an election battle which is thought to be crucial for the future of Mr Gandhi's Government, but in which he is at the same time peripheral to the main interest.

The bulk of the electors in Haryana state are farmers, although there is also a thickly populated industrial belt on the edge of Delhi. Although the ultra-modern Maruti (an Indian version of the Japanese Suzuki 800 car) is manufactured here, the main interests of the state are agricultural, and the main influence on society is still the Hindu caste system.

The dominant caste is that

of the yeomen farmers, the Jats, even though they do not outnumber the rest. The present Chief Minister, Mr Bansi Lal, is a Jat, his chief opponent, Mr Devi Lal, is a Jat. The principal political vehicle of the Jats is the Janata Dal Party, founded by the Jat leader and former Prime Minister, Mr Indira Gandhi.



Chaudhary Charan Singh, who died recently. But his son, Mr Ajit Singh, has split the party, so weakening the opposition to Mr Bansi Lal's Congress Party.

But the Congress, too, is

Mr Bansi Lal, who, although not a Jat, was Mr Bansi Lal's predecessor as Chief Minister, and now sits in Delhi as Minister for the Environment and Forests.

Haryana was carved out of the old greater Punjab when the Sikhs fought for and won a state which they could dominate. The Haryanis are essentially Hindu Punjabis who speak Hindi, and who watch fearfully the terror campaign carried out by Sikh extremists across the border.

But it was built by Mr Bansi Lal. He is a coldly efficient lawyer who decided that what Haryana needed was discipline. In imposing a stern personal rule, he turned it from a food-deficit state into a leading food producer. It was the first state to be fully electrified. A tourist infrastructure (in a state with little to commend it to tourists) was successfully launched.

Mr Bansi Lal's rivals, like Mr Devi Lal and Mr Bhanu Lal, who had been his close associates, were ruthlessly dealt with, and both went into opposition. He took to the rigours of the late Mrs Indira

Gandhi's emergency as naturally as an alligator to water.

After the emergency, Haryana was won by the Janata Party under Mr Devi Lal, who found himself toppled in a short time by his colleague, Mr Bhanu Lal. A year later Mr Bhanu Lal, who had been his party leader, by taking his entire government into the Congress Party.

The next elections in 1982 were closely contested. Mr Devi Lal headed the largest single group, but Mr Bhanu Lal, with the support of a Congress Governor, out-maneuvred him and was sworn in again as Chief Minister.

For a time Mr Devi Lal wilted, but in 1983, when Mr Gandhi signed the Punjab accord with the Sikh political party leaders, he at last found a cause and began to oppose the accord on behalf of the Haryana farmers. They were anxious about the water they hoped to get from Punjab rivers to irrigate dry parts of the state; they were worried about the loss of Chandigarh, which had been the joint capital of their state with Punjab; they were even more

worried about the activities of the Sikh gunmen, and the continuing flight of Hindus from the Punjab villages.

Mr Bhanu Lal, fearing to see himself outflanked, set up a still more virulent campaign against the accord, which was just what Mr Gandhi's Government did not want. He was brought into the centre, and Delhi.

Sikh gunmen struck again in Punjab yesterday, killing two Hindus and injuring two in a street in Amritsar. Shops and markets were closed in Delhi after weekend shootings by Sikh extremists in which 14 were killed and 20 wounded in the capital (Reuters reports).

replaced by his old rival, Mr Bansi Lal, who had served his penance for his emergency excesses.

Recently Mr Gandhi has been trying to reassure Haryana voters that there is nothing to fear from Punjab's terrorists. The timing of the dismissal of the Sikh government in Punjab is widely interpreted as having been

dictated by electoral needs. The report of a commission on the division of the river waters has just been published, which favours Haryana.

Further, Mr Bansi Lal has been appealing to the farmers by abolishing certain charges for water, and by reducing the loan burden, on others. Mr Bansi Lal has been doing this by swaying under his influence in such matters of foreign policy as the Sri Lanka air-drop.

The situation is further complicated by the appearance in Haryana of a new political group, the Bahujan Samaj (Majority Society) Party, led by Mr Kanshi Ram. It aims to represent the interest of the low-caste Hindus in a society dominated by the Jats.

The election will be held tomorrow.

While a defeat for Congress will not immediately affect Mr Gandhi's position as leader of by far the biggest parliamentary party, it will seriously undermine his credibility as an election tactician, and it could affect the forthcoming election for a successor to President Zail Singh.

## Buddha faithful flourish in China

From Robert Grimes, Chengdu, Sichuan

The growing and pretty, but her head is shaved and she wears a plain grey robe. She is 25 years old, born and brought up in a Buddhist family, and is a nun in a monastery in Sichuan province.

Sitting in an ante-room of the Fuhu (Crouching Tiger) Monastery on Mount Emei, one of China's most sacred Buddhist mountains, Yanci radiated the kind of rock-solid religious faith that Europeans normally associate with the Christian monks and nuns of the Middle Ages.

She said she will never leave the monastery, and will follow strictly the vows of Buddhist monastic life. That means she will never marry, never drink alcohol, smoke cigarettes or eat meat.

"Buddhism can have a positive influence," she said. "Modern Chinese life lacks discipline. Buddhism impacts regulation and useful knowledge."

Yanci is one of 11 nuns in the Fuhu Monastery. The oldest is 91, the youngest 17, with an average age of 40. In all, 107 monks and nuns live in some of the 23 monasteries that remain on the mountain, located in Sichuan province.

At the height of Emei's popularity, centuries ago, 500 monks lived on the mountain.

During the Cultural Revolution, most of China's Buddhist monasteries were closed. A great number of Buddhist religious texts and monuments were destroyed, most of the monks fled, and many of the monks and nuns were under hard labour, and many of the monks and nuns were under

pressure to marry. Now, because of the Peking Government's cautious religious tolerance, Buddhism is gaining new adherents in China.

Sichuan's Buddhist organizations receive government grants and income from offerings made by Buddhists both inside and outside China. The money is used to maintain Buddhist temples (which also provide food and shelter for travellers) and to run Buddhist schools.

Young Buddhist monks, typically aged 22-24, study Buddhist scriptures and literature, calligraphy, geography and English. Why English? "So that they may receive foreign guests and spread the teachings of Buddha," said Mr Kuo.

Buddhism arrived in Sichuan from India via Central Asia 1,800 years ago, said Mr Wang Keli, manager of the province's religious affairs bureau in Chengdu. Its fortunes have waxed and waned according to how the dynasty of the day felt about the imported system of beliefs that gradually incorporated elements of China's only native religion, Taoism.

Today in Sichuan, from a population of 108 million, there are more than a million Buddhist believers, including 3,000 monks and nuns. By contrast, there are 300,000 Catholics, 90,000 Muslims and 50,000 Protestants in the province.

Sichuan's Buddhists do not believe that Buddhism in China will die out soon, even though the numbers of the faithful in their province are declining.

"Sooner or later Buddhism will perish," said Mr Chang Xue, vice-president of Mount Emei's Buddhist Association. "According to the Buddhist dialectic, everything in this world will perish. But by being active and spreading Buddhist propaganda, we hope it will take a long time to disappear."

## Woman poisoned children over pay

Peking (Reuters) - A Chinese

shop assistant poisoned more than 180 children with adulterated rice cakes because she wanted to pay bonus under new regulations, the official New China News Agency reported.

The woman, aged 31, was alleged to have put pesticide in cakes which by 181 primary school children in Fuzhou, southeast China.

The children, three teachers and four other adults were treated in hospital. Most of the children have recovered.

Lin and an accomplice who is alleged to have bought the pesticide have been charged by the police.

## Sauna threat in pregnancy

Sydney (Reuters) - Women

who take saunas and do strenuous exercise during the early stages of pregnancy could put their unborn children at serious risk of brain damage, Australian researchers said.

A joint research team from the University of New South Wales and the University of Sydney believes that a core body temperature of more than 38°C may be responsible for slow learning and mental retardation.

## Bodies found

Beirut (Reuters) - The remains

of seven French soldiers killed by Druze fighters in a south Lebanon battle 62 years ago have been found in a mass grave near the market town of Hasbaya.

## Rule change

Nairobi (Reuters) - A Ni-

gerian referendum on aver-whelmingly endorsed a national charter designed to lead the country back to a form of civilian rule under military supervision.

## 50,000 flee

Guatemala City (AFP) -

About 50,000 guerrillas were evacuated by the army when the volcano Pacaya erupted, surrounding the countryside with hot ash.

## River alert

Luxembourg (Reuters) - Sci-

entists here have discovered abnormal levels of radioactivity in the Moselle river which they believe could be from the nearby Cattenom French nuclear power station. The Foreign Ministry said.

## Muslims freed

Cairo (Reuters) - Egypt

has released 150 Muslim fundamentalists detained for questioning after an assassination attempt on the former Interior Minister Hassan Abu Basha, last month.

## Two quizzed

Berlin (AP) - Police

are questioning two young men who landed a Polish plane at the American military airfield, Tempelhof, in West Berlin.

## Bus tragedy

Delhi (AFP) - At least 75

people drowned when an overloaded passenger bus plunged into a river in the northern Indian state of Punjab.

## Locusts held

Rome (AP) - Maurizio

Locusta, the reported leader of a Red Brigades faction, wanted over the slaying of an Italian general, has been arrested here, Italian authorities said.

## Law protest

Dhaka - More than 1,000

lawyers, housewives and students on court buildings to protest work across Bangladesh, demanding independent judiciary.

## Peru quake

Lima (AP) - A strong earth-

quake rocked the Peruvian capital, causing panic, but civil defence officials said no damage or injuries were reported.

## Afghanistan's civil war

## Kremlin endorses move by Najib to find role for Kabul's former king

From Christopher Walker, Moscow

The decision of Dr Najib, the Afghan leader, to play the royal card and open the prospect of a role for the exiled former monarch, King Zahir Shah, in finding a political settlement to the civil war was taken with both the approval and encouragement of his backers in the Kremlin.

The first heavy public hint of such a move came in an interview last month by Mr Mikhail Gorbachev, in which he told editors of the Communist paper *Tribuna* that in an attempt to find a workable coalition in Kabul he would not object if the Communist regime sought "partners" among émigrés, and perhaps in your own country, Italy.

Western diplomatic sources said yesterday that the publicity now being given to moves to involve the deposed 73-year-old monarch - who ruled Afghanistan from 1933 until 1973 - followed behind-the-scenes contacts at his Rome exile home, included a reported meeting with Communist emissaries last year.

Although King Zahir Shah was ousted by his left-wing brother-in-law (who was in turn overthrown by the Communists), his four decades on the Afghan throne was seen as a period in which the non-aligned Government in Kabul pragmatically acknowledged the Soviet Union as the dominant power in the region.

Since his enforced exile, the deposed king - still described by acquaintances as being in good health - has steadfastly

rejected attempts to persuade him to set up a government in exile. He is believed to favour a transitional government that would have Communist participation, but would also include tribal-based leaders in exile and guerrilla commanders.

Yesterday the former monarch was reported to have made a cautious response to the new offer of dialogue from Dr Najib. "He will explain our point of view on the work of the Afghan Communist Party and of their wishes, if they are true, to find a solution to the Afghan conflict," explained an aide, General Abdul Wali, who added that no statement would be forthcoming until next week.

There was diplomatic speculation in Moscow that one purpose behind Dr Najib's Soviet-inspired offer (announced last week to a plenary meeting of the ruling Afghan Communist Party's central committee) might be further to widen divisions between the seven main Afghan guerrilla groups. These were earlier exacerbated by his unilateral ceasefire announced on January 15.

According to Western observers, four of the main fighting groups, the so-called "fundamentalists", are opposed to a return of the deposed ruler to Kabul, while the three "nationalist" guerrilla groupings are willing to have him invited into a coalition - but on terms which have yet to be named.

In recent months, increased international attention has

been focused on the possible role to be played by the ex-monarch (in whose old palace in Kabul Western newsmen were last year shown a photo exhibit of how he allegedly mistreated his subjects), because of the failure of Dr Najib's policy of "national reconciliation" to win over enough guerrillas to end the war.

Although the Afghan leader recently announced an amnesty that the six-month ceasefire would be extended on July 15, the air war mounted by the guerrillas, equipped with the ground-to-air missile, continued to intensify. Tass reported yesterday that at the weekend the guerrillas, shot down an Mi 8 transport helicopter with 14 people on board, including four women and two children.

The incident occurred over Balkh province in the north of Afghanistan as tens of thousands of people were reportedly attending a funeral in Kabul for 53 people killed in the shooting down of a Soviet-built Antonov 26 passenger plane on June 11.

In recent months the Kremlin has repeatedly stated the Soviet Union's wish to withdraw from Afghanistan, but as yet there have been no indications that Mr Gorbachev is prepared to pay the price of abandoning Dr Najib, the former, secret police chief whose continued presence as the dominant force in a future government is regarded as totally unacceptable to the main guerrilla leaders.

## Rebels sceptical on royal aid

By Nicholas Beeston

Moderate elements in the anti-government Afghan guerrilla movement reacted sceptically yesterday to hints from Kabul that a peaceful settlement to the country's war was possible through the reinstatement of the deposed monarch.

Speaking from Paris, Mr Ahmed Gailani, the head of the moderate National Islamic Front for Afghanistan, dismissed proposals made by the Afghan leader, Dr Najib, that

King Zahir Shah could be approached to help reach a settlement.

"Discussing any settlement with the Kabul regime is a waste of time," Mr Gailani said, suggesting that the direct involvement of Soviet authorities was the only way forward.

Although his party and two others in the seven-party coalition support the concept of using the monarch as a means for a solution it has steadfastly refused to deal with the authorities in Kabul.

## Noriega accuses US 'foes' of fomenting Panama unrest

From David Gollob, Panama City

Panama's military strongman, General Manuel Antonio Noriega, has criticized "enemies" in America whom he has accused of "fomenting the destabilization of the country."

In an interview broadcast on state radio and television stations on Sunday, General Noriega described Panama's enemies as an "ultra-conservative group which thinks Panama is their colony."

General Noriega did not blame the administration of President Reagan for the unrest that has rocked the country over the past week. But he criticized the US State Department for interfering in Panama's internal affairs.

He said the objective of Panama's enemies was to have the Panama Canal Treaty revoked. Under the treaty, renegotiated with the Carter Administration in the 1970s, the United States will return the canal to Panama at the end of the century.

"They want to show the world that in Panama there is disorder, that Panama is not prepared to take back the canal," General Noriega

charged. "They're using Panamanian political parties to achieve their objectives."

Activists in the protest movement that sprang up last week, following published allegations that General Noriega was guilty of murder and electoral fraud, denied that the canal was on issue.

"That's their excuse to stay in power," said Señora Leticia Arias, aged 37, a lawyer representing political detainees held under the state of emergency decreed on Thursday to end the unrest. "We want the canal back, but if it's

handed to the military they will swallow up the water, like they are swallowing up the entire country," she said.

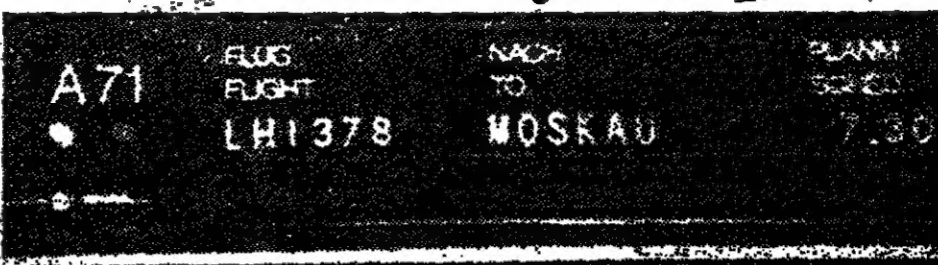
General Noriega has denied charges that he caged the 1984 presidential elections, murdered a prominent political opponent, and fined his pockets through money-laundering and drug-trafficking.

The civilian protest movement faced a crucial test of strength yesterday which was pay day for most salaried workers. Protest organizers have appealed to employees to show up for work, collect their pay cheques and return home to continue a campaign of civil disobedience aimed at putting pressure on General Noriega to resign.

Panama's international banking industry is the primary target of the opposition movement. Banks in Panama City closed for part of last week in protest against the imposition of martial law. The banks plan to resume operations this week, but if bank employees heed the call for a general work stoppage, the nation's economy could grind to a standstill.

General Noriega: "Enemies in America."

## Parents to see flyer in prison



The parents of Mathias Rust, the young West German pilot who landed his light plane on the fringes of Red Square, are to see him in Moscow's Lefortovo military jail this morning for the first time since his arrest.

The Hamburg couple, who are said to have signed a lucrative contract with a West German news magazine, arrived in Moscow yesterday after unexpectedly being given a three-day visa by Soviet authorities (Christopher Walker writes).

Permission to visit their 19-year-old son was confirmed yesterday.

Officials at the West German Embassy said they had received no advance warning of the arrival of Herr Karl Heinz Rust and his wife Monika. Their son has been in custody since May 28, when he caught the imagination of the world by flying unimpeded from Helsinki to land in the shadow of the Kremlin.

Diplomatic sources said that it was hoped that the meeting might provide a clearer picture of the young West German's motives in making the flight.

## North document a danger to Reagan

From Christopher Thomas, Washington

Investigators trying to unravel the Iran-Contra scandal are focusing on a memorandum written by Lieutenant Colonel Oliver North that proposed diverting \$12 million (\$7 million) in profits from the sale of arms to Iran to aid the Nicaraguan Contras.

The memorandum, which called for a presidential decision, was written in April last year but does not contain a precise date. Investigators are trying to determine whether it ever reached President Reagan.

Representative Lee Hamilton, Democratic chairman of the House of Representatives committee investigating the Iran-Contra affair, said that if Mr Reagan received the memorandum, that would represent a "smoking gun" implicating him in the operation.

He added that if it was determined that Mr Reagan

approved the diversion of funds to the Contras, there would be a "demand for impeachment proceedings" by Congress. Mr Hamilton is the first member of either the House or Senate investigating committees to raise the question of impeachment.

He said that members of the committees had seen the memorandum but had not established whether it was received by Mr Reagan. Rear Admiral John Poindester, the former National Security Adviser who has been granted limited immunity, will be closely questioned about the document when he testifies at the hearings on July 7.

Colonel North, the former National Security Council aide, will also testify next month. The hearings resume early next week after a break of nearly a fortnight and are expected to last about another six weeks.

## Gangbusters needed in fearful film city

From Ivor Davis, Los Angeles

"This is not *West Side Story*," says Mr James Hahn, the Los Angeles City Attorney. "We're dealing with a bunch of vicious criminals, a lot of kids, an even higher percentage of young adults who run drug rings, pull off armed robberies and burglaries. And God help anybody who gets in their way - they simply kill."

To combat the mushrooming gang warfare that has taken over many neighbourhoods in Los Angeles, lawyers and lawmakers are pushing through legislation intended to crack down on the teenage and youth gangs who roam the streets.

The Los Angeles District Attorney, Ira Reiner, says the new law, if approved later this month, will become the toughest anti-gang measure in the United States. It is aimed at breaking up the fearsome gangs which for the

last five years have left a trail of blood and death in their wake.

The measure, its authors hope, will curb the carnage that has claimed hundreds of lives, including those of innocent bystanders killed in the crossfire between two gangs known as the Crips and the Bloods.

In Los Angeles County alone this year there have been more than 200 gang killings - an increase of more than 80 per cent over last year. The projected 1987 total is 585 gang killings if things continue at the present rate.

"One half of these gang members are over 18 years," the District Attorney says. "They are well armed. They carry machine-guns, sawn-off shotguns and semi-automatic rifles. They outgun police officers."

It is estimated that some 40,000 to 50,000 young men and women are involved with the gangs. The murder rate has reached two victims a day.

The increasing gang warfare has been exacerbated by the growth of drug

trafficking. Gangs have become more violent, more organized, and more numerous. They are now a major threat to the safety of the city.

The new law is intended to give police more power to deal with the gangs. It includes provisions for increased penalties for gang-related crimes, and for the creation of a new gang unit within the police department.

"As it stands now we are only able to prosecute the driver of a car and the shooter in an accident where a gang member is involved," Mr Reiner says. "Under the new law everyone in the car is liable to prosecution."

Mr Reiner says many neighbourhoods in Los Angeles are under constant siege by the warring members of more than 500 gangs. What have become known as "drive-by shootings" have resulted in the deaths of dozens of innocent bystanders.

The new law has passed several

committees, but could face stiff opposition from civil libertarians who claim it may also punish gang members who are not involved in violence.

The new law has passed several

committees, but could face stiff opposition from civil libertarians who claim it may also punish gang members who are not involved in violence.

The new law has passed several

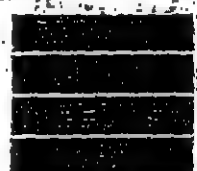
committees, but could face stiff opposition from civil libertarians who claim it may also punish gang members who are not involved in violence.

The new law has passed several

committees, but could face stiff opposition from civil libertarians who claim it may also punish gang members who are not involved in violence.



## INTRODUCING A LEATHER BOUND EDITION OF THE RENAULT 21 AND 25.



As a leather bound edition, the Renault Monaco is something of a classic.

The seats are upholstered in the supplest of leathers. So too are the headrests.

The features included as standard would fill a library.

Inside, there's a Philips stereo radio cassette, power steering, electric front windows, tinted glass and remote control central locking.

There's also the option of an electric sunroof. And to wrap it all up, deep Oak Bronze metallic paint. Exclusive, naturally.

However, as you should never judge a book by its cover, take a look at the engine.

The two litre fuel injection has all the punch of a Hemingway novel.

The twin choke automatic 25 is capable of 111 mph. While the 21 is capable of 100 mph.

And, as with every Renault, the Monaco comes complete with a full year's warranty and a 5 year anti-corrosion warranty.

With so few around why even take the time of reading further?

A trip to your local Renault dealer will assure you of at least the pleasure of driving one.

### THE SPECIAL EDITION RENAULT MONACO



THE RENAULT 21 MONACO FROM £10,400.

THE RENAULT 25 MONACO FROM £11,400.







## FOCUS

## PERSONNEL MANAGEMENT/2

Few British managers have a top education, let alone proper training. Patricia Tisdall reports

## A degree untrained

Britain still lags behind its international competitors in industrial and management training. A recent report for the National Economic Development Council, the Manpower Services Commission and the British Institute of Management said that British managers were amateurs compared with their counterparts in the United States, West Germany and France.

Only 10 per cent of senior company executives have degrees or professional qualifications, compared with 63 per cent in West Germany and 85 per cent in the U.S. And only one in 10 managers entering industry in Britain has had any management training, compared with nine out of 10 in the U.S.

Peter Benton, director general of the British Institute of Management, said that the number of people taking a basic management

## Criticisms made since the 1960s

qualification each year needed to rise from the present 2,000 to 30,000 or 40,000. Speaking at the launch of the Managers' Manifesto just before the general election, he went on: "How can you have a broad enterprise culture without adequately trained managers? Effective management is crucial."

Such conclusions are far from new. Criticisms about the extent of management training in Britain have been voiced at intervals since the first business schools were founded in the 1960s. However, there are signs that more attention is being paid to the current batch

of reports than to any of their predecessors.

The Institute of Directors responded to an appeal by Lord Young, the Employment Secretary, with a survey of its 34,000 members, asking them how they thought the problem should be tackled.

Directors have been asked such questions as, "Looking back on your first board appointment, do you feel that you would have benefited from having more formal training for the role of director? Should directors have formal qualifications and how should such qualifications be validated?" Once replies have been processed, the institute is likely to start a more comprehensive system of training courses.

At the Confederation of British Industry, 25 large companies have been brought together to draw up a strategy to improve management training.

The Government itself announced in March that it is to provide management training for up to 60,000 small-business executives a year. Developed by the Manpower Services Commission, the scheme will be run through local enterprise agencies. The programme has been designed in 12 modules so that applicants can



Peter Benton, director general, British Institute of Management

take part-time courses in such subjects as marketing, financial control and developing export markets. The courses will be arranged so that they can be taken outside working hours and participants will pay £40 a head towards the costs.

The new climate in attitudes to training is being aided by greater flexibility in the design of courses. As Margaret Reid and John Kenney point out in the new *Personnel Handbook*, published by Gower in April, "The view of

the trainer as an instructor 'doing things to people' is now perceived to be an unduly narrow one."

The use of new technology is disseminating learning material through video cassettes, audio tapes (which can be used in a car) and computers and has added to the change.

Another new development has been a trend towards individuals being given the opportunities to manage their own learning. An example is Rothmans (UK) which has run a "self appraisal" training system for about eight years. This asks people to assess the work they have undertaken for the past year and goes on to ask them to question them about the basis for

## Act on their own special needs

the preparation of an individual development plan. Frank Kenaghan, the chief executive of Rothmans, says that "We have put a considerable effort into counselling individuals on these questions, using both line managers and specialists." Managers often complain that they are too busy to go away on courses. This is one of the reasons more companies are working with professional institutions to develop on-the-job training packages. An example is the flexible study package developed by Trusthouse Forte in conjunction with the Institute of Personnel

Management. The course is a version of the IPM's professional education scheme but does not involve students in regular attendance. It aims to relate each student's studies to jobs and career expectations. Another type of new development involves links between companies and academic institutions.

For example, W. H. Smith is giving 2,000 of its managers the option to gain recognized qualifications up to Master of Business Administration (MBA) level.

This is being achieved through a link with Oxford Polytechnic which will validate the Smith management training as well as stipulating additional studies.

One of the conclusions of a recent Manpower Services Commission study (*Developing Directors*, published February 1987) is that effective management development will occur more often if based on normal managerial work, and that at least some directors

already in post are prepared to consider and act on their own development needs. The report, based on interviews with 144 directors in 41 organizations, conducted by a study team from the International Management Centre, Buckingham, recommends that all organizations, even those with conventional successful development systems, should consider ways of encouraging "the integrated managerial" development. PT

## Old-style pay talks fall out of fashion

Big changes have taken place over the last few years in the way salaries are assessed, writes Patricia Tisdall. The centralized pay-negotiation machinery that was such a feature of the 1970s is giving way to more flexible local arrangements in both public and private sectors.

Bonuses and incentive payments have already become an important component of many pay-packets and momentum is growing for a link to be forged between wages and profit. In the public sector, local authorities have been encouraged to opt out of national agreements while the new Teachers' Pay and Conditions Act provides for different pay awards to be made for different parts of the country.

Another example of the shift from the centre identified in the current issue of the Institute of Manpower Studies' journal is the formal notice given by Thames Water that it will withdraw from the water-industry national negotiations next year.

The push for a closer relationship between pay, business performance and the labour market at local level was a strong feature of the last Conservative administration. Profit-related pay systems and employee share schemes were two specific innovations introduced by the last Government. Both were

given a cool response from several employer organizations, such as the Engineering Employers' Federation and the Institute of Personnel Management.

Nevertheless, partly because of privatization, they have developed deep roots. The proportion of organizations operating annual bonus schemes linked directly to performance has risen from about 25 per cent in 1980 to more than 66 per cent in 1985.

In 1975, fewer than an estimated 4 per cent of people of working age and above directly owned any shares. By early 1987 this had grown to 23 per cent.

According to George Copeman, a pay adviser and one of the founders of the Wider Share Ownership Council, a significant part of the increase is due to the growth of employee share schemes.

These have now risen from zero in 1975, he says, to more than 1,200 general employee schemes, and twice that number of executive share-option schemes.

Decentralized pay negotiations and profit-related variations in pay have brought acute new complexities for personnel specialists. Some have coped with the new demands by setting up "pay clubs" to swap information; others have called in external consultants who have experience across various company and industry boundaries.

## PERSONNEL DEPARTMENT'S ROLE IN CHANGE - by WORKS MANAGERS

	Total %	Advanced technical change %	Conventional technical change %	Organizational change %
Personnel dept involved	46	50	13	80
Personnel dept not involved	52	46	87	20
Not stated	2	4	1	-
Stage of involvement				
Decision to change	14	15	1	30
Immediately after decision to change	20	19	8	50
After decision to tell workers	6	9	2	-
Later stage	6	7	8	-

Source: Policy Studies Institute/Personnel Management, Dec 1986

## The outsiders paid to seek out the top talent

Like training and career development, recruitment is a technical function of personnel management increasingly contracted out to external consultants, at least in its early stages.

The approval of a shortlist of candidates by personnel managers and the final selection by line management remain strictly in-house.

But the initial process of advertising, interviewing and first selection is now handled largely by a complex array of private and public sector recruitment service companies, including advertising agencies, management consultants, employment bureaux, head-hunters and recruitment consultancies.

With the placement of unskilled and semi-skilled staff now largely undertaken by Jobcentres and informal methods, the real competition is

The debate over selection and search is only one facing an increasingly specialist industry. Just as the financial sector has seen a growing integration of banking, broking, accountancy and other services, so the recruitment sector has experienced growing links between selection, search, advertising and general recruitment consultancy.

It is becoming common for recruitment-advertising agencies to offer consultancy advice on planning major recruitment campaigns, or for leading consultancies to offer a specialist mix of selection and search services.

Aggressive mergers have also created large agency groups offering general recruitment services in a variety of specialist fields.

The leading example is the Blue Arrow group, Britain's largest and one of the top six worldwide. Originally a small secretarial and industrial agency, it now owns the Reliance and Brook Street chains in addition to the executive recruitment consultancy Hogget Bowers and agency multiples in the U.S.

Personnel managers now perform a middle role in the selection process. The policy dictating or influencing the process is largely in the hands of senior and line management, with external services performing the early stages.

Personnel managers need to commission and assess the work involved. They also

## Running away with the cash

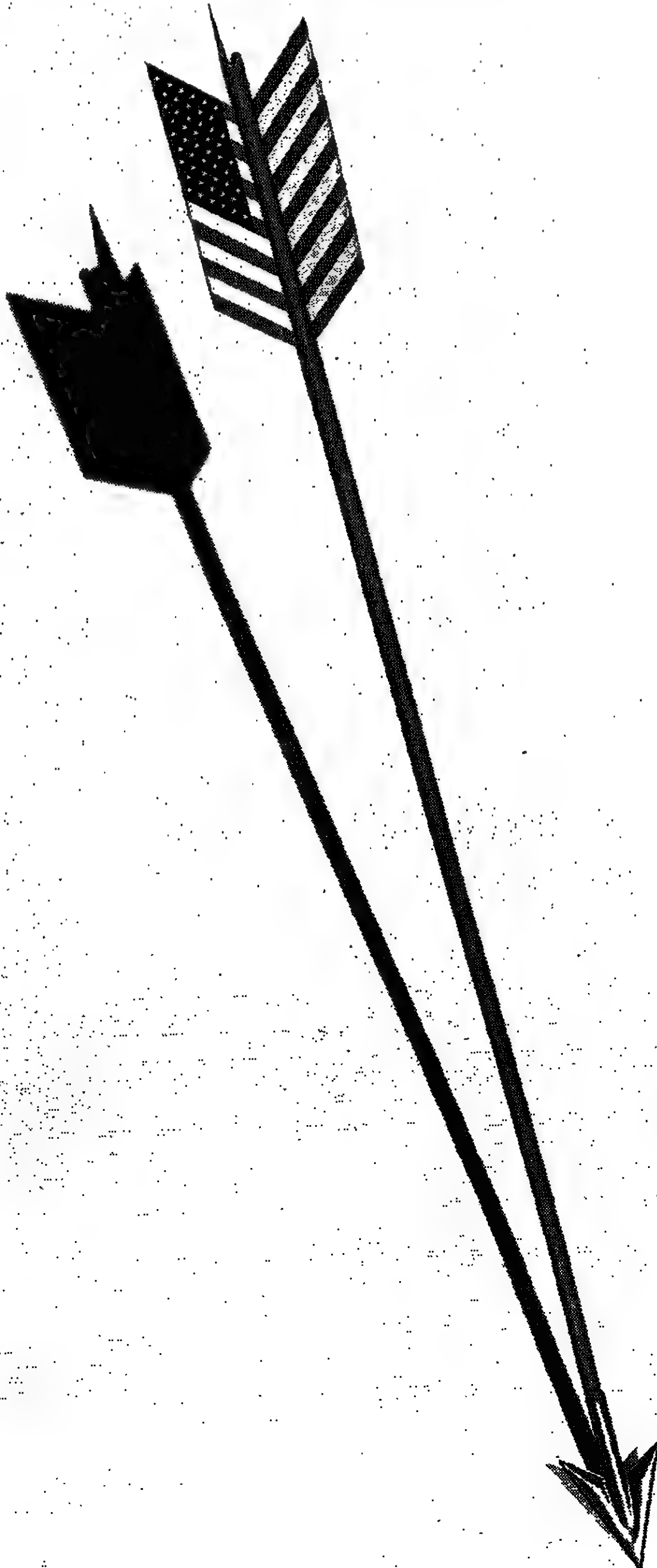
need to ensure that these services are being used cost-effectively.

The current lack of contact on an equal footing between supplier and client in the recruitment industry is aptly summarized by Ian Toombs, assistant general manager and head of personnel at NEC Business Systems (Europe), who says: "Limited training procedures often produce unresearched proposals from consultants who disguise common prejudice as inside knowledge."

Time-pressured personnel managers also ill-define their problems, retreat into old solutions and an instinctive choice of recruitment method media and content. These two ignorances mutually support a tea-boy mentality of an agency taking instructions from a client and then running away with the money whether or not the tea is produced.

Michel Syrett

## THE UK'S LARGEST EMPLOYMENT GROUP IS AIMING TO INCREASE ITS MARKET BY 500%



The UK's largest employment services group, Blue Arrow, has found something to make it even bigger: America.

With a working population five times greater than the UK, the United States is the world's largest market for service industries. We saw this as a major opportunity not to be missed.

Already we have 170 branches, making us one of America's most successful employment companies.

But it is not just our new venture that is growing. At the time this advertisement went to press, we were handling well over 15,000 vacancies in Britain each week.

However, we are expanding so fast that even this figure will be out of date when it reaches you.

With this kind of growth, the UK's largest employment service is now in the position to become number one somewhere else. The World.

**BLUE ARROW**  
PLC







هكذا من الاصل









1 Pennington Street, London E1 9DD Telephone: 01-481 4100

## SOVEREIGNTY NOT ON AGENDA

President Alfonsín's reminder at the weekend of the need for fresh talks about the Falkland Islands lacks the ideal timing which it needed. Overshadowed by a mutiny which threatened his frail democracy in Argentina, he must have delivered it more in hope than expectation.

The Falklands remain an issue which Mrs Thatcher may have to turn to during her third term of office as Prime Minister, with a view to securing a better long-term solution. But events in Buenos Aires must have lowered its several places in this Government's order of foreign priorities.

This is not to oppose or discourage the reopening of negotiations between Britain and Argentina. Steps towards normalising relations are long overdue — though Buenos Aires rather than London has been guilty of dragging its feet.

This Government's attitude has consistently been that talks should begin on fishing rights, trade and war graves with a view to the ultimate restoration of full diplomatic relations. On the central question of Falklands sovereignty, Britain has refused to be budged — and this, to nobody's great surprise, has been the only thing Argentina will discuss. It was this divergence which led to the immediate breakdown of the one and only attempt at negotiating, at Berné in 1984.

Earlier this year, there were signs that Señor Alfonsín was beginning to adopt a more pragmatic approach. A Buenos Aires initiative on the dispute over South Atlantic fishing was fed to Whitehall through Washington. This prompted a reply from Whitehall and a further proposal from Buenos Aires — which is still being considered by the Foreign Office.

Meanwhile, however, Señor Alfonsín's own government was shaken by an army mutiny at three barracks in April. Optimists saw in the President's confrontation with the rebels the triumph of mind over matter — and victory for his regime in Buenos Aires. According to that interpretation, the President survived his baptism of fire, to emerge much stronger than before.

Pessimists point out that he did so only after making important concessions to the rebels, replacing senior officers they disapproved of, arresting only two leaders of the mutiny and dropping charges against about 40 others who were accused of the violent abuse of human

rights during Argentina's "dirty war." According to this interpretation, Señor Alfonsín was encountering only the thin end of the wedge. Next time the army's demands could be wider-ranging and its challenge to central government more overt.

One argument in support of a more flexible British attitude on Falklands sovereignty has been the need to fortify democratic government in Argentina. By allowing Alfonsín to demonstrate to his military that he could win more by negotiation than they could by force, Britain would be helping its own interests in South America — and lifting the threat of warfare from the Falklands.

From Señor Alfonsín's point of view, he needs that kind of help never more than now. On the other hand, the recent events in Buenos Aires showed most vividly the capacity of the army for fresh violence. Señor Alfonsín must realise that in the uncertain atmosphere which pervades Buenos Aires today, the extent to which Britain could make concessions on the Falklands must be limited.

This is not to argue the case for continuing diplomatic stalemate. The moves which Argentina has made on fishing rights seem to reflect a wish to pick off certain issues, one by one. The United States, which is acting as a postman between the two, is certainly anxious to see an end to the Anglo-Argentine quarrel, for the sake of its own Latin-American interests. So too are the European powers.

Britain, for the reasons outlined above, can hardly enter into any negotiations on Falklands sovereignty in the shadow of the Easter mutiny in Buenos Aires. But it is not beyond the ability of diplomats of both countries to devise an open agenda which would allow accelerated progress on the other divisive points.

This may not be the best time even for that advance. Señor Alfonsín might not think it prudent to remind his electorate just now that he is contemplating talks in which sovereignty will play no major part.

There is the argument that the islands will not prosper without the restoration of their Latin American links and will remain an expensive, diplomatic embarrassment until some solution is found. But if the pressure on Mrs Thatcher to do so has slightly eased, it is the Argentine army she has to thank.

## BEYOND THE BAR

Measures that would enable members of the public to have their complaints about the functioning of the law dealt with more easily and more quickly are always welcome. When the proposed measures apply to complaints against a group with as entrenched an ability to look after its own interests as the Bar, they are worth examining in some detail.

A report commissioned by the Bar Council recommends the introduction of an arbitration procedure through which clients can lodge claims for compensation against individual barristers whom they believe to be guilty of professional misconduct. The recommendations go before the Bar's professional standards committee next week for approval.

At present, the cost of litigation deters all but the largest claimants or the boldest plaintiffs, so any measures that make life simpler for small claimants represent progress. None the less, the effect of any new procedures is bound to be limited by the existing immunity of the Bar from negligence claims arising from work done in court and pre-trial work which is directly connected with it. The question then is whether barristers should still enjoy immunity from being sued for negligence.

A traditional reason for this immunity was that barristers were unable to sue for outstanding fees. In return, they were protected from negligence suits. However, the climate in which the legal profession works has now changed and it is difficult to see why the rules should not change too. After all, other professions are given no similar protection. Should not the Bar be prepared to suffer the same penalties if it wishes to enjoy the same benefits as the rest of us?

The other reason often cited for the unusual degree of protection afforded to barristers is that the administration of justice is served

better by a lawyer who is not afraid that he will subsequently be sued for negligence. There seems no good reason, however, why the unfortunate client should have to suffer incompetence from the barrister appointed to act on his behalf without also having an opportunity to seek redress.

At a time when the restrictive legal practices are coming in for scrutiny as never before, there is an opportunity for real reform and it would be a pity if the opportunity were missed. So far as the Bar is concerned, tentative moves to allow the professions — accountants, architects and others — to have access to barristers direct, rather than through solicitors, means that the contractual relationship between barrister and client will probably have to be re-examined sooner rather than later. The question of negligence and compensation for negligence is likely to arise in this context.

The other main proposal of the report commissioned by the Bar Council relates to complaints by judges about the conduct of barristers. Until now it was usually understood that judges had the responsibility of ensuring that standards in court were maintained. Now, it is proposed to introduce formal channels for complaints. But if — as the need for new measures suggests — standards have slipped, then the judges must share responsibility.

The Bar has been concerned for some time about the trend for bright young lawyers to become solicitors rather than barristers, and the new complaints proposals come as the Bar is introducing a new training programme in an attempt to stem the flow. If the Bar is now seen to be taking constructive steps to raise standards of conduct and accountability among its existing members, that should go some way towards improving its image — and, with time, its intake.

## MEAT OF POWER

In the din of the election campaign, a little industrial dispute in London did not attract all the attention, and outrage, which it deserved. Little in terms of the size of the firm, that is, and the number of workers involved — but big in terms of symbolism, not least for showing that abuse of union power still exists.

This abuse has been curbed by a combination of new laws, braver employers, and the unemployment which it brings on itself. But it has not been banished from the everyday British economy yet.

In Smithfield meat market, Allied Meat Importers (AMI) refused to fill a vacancy with a porter nominated by the Transport and General Workers Union. The union, rather than the various firms which make up the market's employers, had since the mid-1930s decided who worked there. Naturally, the market therefore employs many more porters, and much less machinery, than it actually needs — with consequent higher costs to the consumer.

So porters refused to handle the firm's meat. The firm resorted to labour which was independent of the union, and meat was moved last week amid picket lines and police. Smithfield's porters had voted overwhelmingly to resolve the matter by a strike if necessary. But the union leadership, perhaps anxious to avoid a strike at a time when Mr Ron Todd (the general secretary) was sharing election platforms with Mr Kinnock, opted for ACAS arbitration.

After the talks the firm announced that, with "great reluctance", it was withdrawing from the market, with the loss of four porters' jobs. An understandable fear behind AMI's decision was that, if the dispute continued, the union

might cripple the firm's distribution network in Britain.

So the result has been that four of the union's men were put out of work, one employer is at the moment gone from the market, and the consumer is no nearer enjoying the lower meat prices which would result from the bringing of modernity to Smithfield.

The dispute is from the archaeology of British industrial relations — although there are plenty such relics left. The eerie quality is emphasized by some of the Smithfield "work practices" to which it drew attention — practices reminiscent of Fleet Street, and motor manufacture, in the heyday of British restrictive practices.

One or two men with a forklift truck could do all the jobs which the union says must be done by about six. Earnings are said to be up to £600 a week. Since the work can be got through early in the day, there is time for the customary cab driving in the evening.

This is monopoly in action. The enforcement of such a monopoly keeps up the price of labour and perverts free enterprise as much as does any employers' monopoly to keep up the price of goods. It does not save jobs. It merely keeps monopolists in jobs.

Other people, who are not visible in the dispute, lose their jobs or have fewer of them. Those people include the workers who make modern meat-shifting machinery, the workers who stand to gain from lower meat prices, the would-be porters denied work at Smithfield, and (in the end) the labour monopolists themselves who make it unprofitable for firms to stay in business there, or for the famous old market to be developed and survive.

## Tensions within the Alliance

From Mrs Nicol Glynn  
Sir, It is not the result of the election that makes me feel sad for Britain. It is the disappointing result of the SDP and Liberals.

For the sake of our country I urge David Owen to continue his party's fight for political recognition and success. The gulf between the Conservative and Labour parties is immense. The SDP should look to bridge the gap and not be washed away by the flood tide of disparate views on either side of them.

If the electorate did not seek the middle ground on this occasion I believe that, after another five years of increasing political divide, they will be eager to embrace the SDP and all that it offers at the next election. For the good of us all, we need such a government.

Yours faithfully,  
NICOL GLYNN,  
The Innocents,  
Berrick Salome, Oxfordshire.  
June 12.

From Mr Reginald Watts  
Sir, As a public relations consultant, I am surprised that anyone should be surprised at the way the Alliance snatched defeat out of the jaws of victory. Just because the Alliance were riding high prior to the election didn't mean that the British electorate would accept them as a viable party when they came to choose who should govern them.

As a nation we have more than four generations experience in the democratic process. More than any other nation. The concepts and principles needed from a party wishing to govern the nation are accepted and passed down from one generation to another. It has become part of the British character and social mores.

Between elections the British indulge themselves — "yes, we need a moderate middle of the road government" or "we should give the under-dog his chance" — and these views are reflected in polls and by-elections. When the crunch comes, however, even the most politically literate voter understands that the Liberal Party and the SDP are different and that no amount of superficial packaging can turn them into a coherent party.

Elections also know that if you hope to rule a country or play a part in its affairs an organisation must have one leader. Even if it is possible to merge the SDP (the acceptable face of socialism) with the Liberals the Alliance still has to have one leader. From a public relations viewpoint the projection of the two Davids was a classic error. It re-inforced the fact there were two parties.

It was a strange sensation to see those massive "The only fresh thing on the menu" advertisements going up in the final week, knowing that what they were actually saying was that, "We are not a party capable of leading the country because we're not really a party".

Yours faithfully,  
REGINALD WATTS,  
1-11 Hay Hill, W1.

From Mr Richard S Rowntree  
Sir, As a previous Liberal parliamentary candidate who advocated Lib-Lab co-operation many years before the parliamentary merger of the two parties, I see a potential opportunity within today's severe electoral disappointments for both Labour and the Alliance.

Dr Owen's final breach with the Labour Party was on the issue of one member one vote. Mr Kinnock is now appealing to Liberals to join the Labour ranks. As long as the Labour Party maintains its present undemocratic and increasingly archaic block voting system there can be no question of such a suggestion even being considered.

But if the necessary constitutional changes were made to provide every member with a vote of equal influence, the foundations would thereby be laid for the kind of political realignment that the country so urgently requires.

A Labour Party adapted as an acceptable home by the majority of Liberals and Social Democrats would provide the only alternative to the Conservatives with assured prospects of effective political power. A purely Marxist party would then inevitably arise to harbour the far left and thus the country would achieve the only pattern of a three-party system suitable for the effective operation of the democratic process in modern conditions.

Yours sincerely,  
RICHARD S. ROWNTREE,  
Kingthorpe House,  
Pickering, North Yorkshire.  
June 12.

## Serendipity

From Mr Clive Jones  
Sir, It is unique in my 30 years' teaching experience to be able to credit an examining board with prescience. On Friday last I was supervising the A-level French paper of the Joint Matriculation Board and in order to distract my mind from further musing on the meaning of the election result, I opened a copy of the paper —

The first question in the "free composition" section read: "Dans les démocraties modernes on ne gagne les élections qu'en faisant appel au matérialisme des électeurs. Vrai ou faux?"

Yours faithfully,  
CLIVE JONES,  
10 Cromwell Drive,  
Swanwick, Derbyshire.  
June 13

## Reflections on the Tory triumph

From Mr Sydney Shenton  
Sir, Your pleased announcements of Conservative success were received by a wide range of friends also with great relief, they having been scared almost out of their wits by the destructive implications of a whole range of Labour policies. I am left however with some feelings of unease.

Firstly, because the trumpeting of our economic achievements have been much overstated, deliberately and subjectively exaggerated. Experts within the party have presented the most favourable figures selectively, and the rest have been believed.

Growth, balance of payments as the oil runs down, manufacturing competitiveness and employment are all going to present problems which will loom large, sooner rather than later. There has been little sign of the much needed improved cooperation between government and industry.

Uncontrolled market forces, in addition to inflicting long-term damage environmentally, have also seen substantial contracts placed overseas. Urgent considerations of both patriotism and self-interest suggest these could easily be monitored, with our exporters and manufacturers given a justified margin. Teeth and bite could be injected into the Think British campaign for a relative song.

Above all, there should be more work and dedication towards the answer to the prayer of 1979 for national unity, hope and justice. We have the right to expect that the next four years will bring us nearer to these goals.

Removal from the Cabinet of all traces of dissent is unlikely to help. Flexibility, and early acknowledgement of error, with consideration of all alternatives is the proven way towards progress.

A nation so clearly now divided politically as well as economically urgently needs policies which close and do not widen the gulf between rich and poor. Wealth to be fruitful, like manure, must be evenly spread.

Experience and a renewed firm power base should encourage the Prime Minister to tackle these issues, but their persistence is the reason so many old style Conservatives, like myself, remain apprehensive.

Sincerely,  
SYDNEY SHENTON,  
95 The Crescent,  
Davenport,  
Stockport, Cheshire.  
June 13.

From Mr Nicolas Walter  
Sir, All the figures being given ignore the significant fact that only 75 per cent of the electorate voted at all, so the true percentages are as follows. Conservative 32, non-voters 25, Labour 23, Alliance 17, Nationalists 1, others 2.

Thus the Government has a mandate from less than a third of the population, and the non-voters are once more the second largest political group in the country — a point which should be taken into account during the coming years.

NICOLAS WALTER,  
88 Islington High Street, N1.  
June 13.

From Mr Philip Allon  
Sir, Now that Mrs Thatcher is Prime Minister, those who wish her well must hope that her advisers will remind her of Tacitus. *Historiae*, 4.73 Writing in cAD 100, Tacitus uses Mrs Thatcher's favourite word "freedom" as his example of the *speciosa nomina* (fine words) which politicians abuse.

The idea of freedom may be a fine ideal, though perhaps not the highest ideal. The word "freedom" can strike a chill of fear or a feeling of cynical revulsion in those who hear it and do not feel that it is used by one of them or in their interest or is used to mean freedom for those who have the power to exploit it.

Mrs Thatcher will deserve the epithet *augusta*, in addition to all her other claims to a special place in history, if she makes British

## Media messages

From Mr D. J. Gold  
Sir, It must be a matter of concern to many people in this country that a general election has become so much associated with advertising agencies and multifarious politeness.

If the great issues confronting our national life depend for their solution upon how successful an advertising agency may be in putting a particular aspect of party policy across to the electors, one wonders to what extent logic and reason are thereby diminished as forces for decision making.

Equally, the frenetic use of opinion polls may well influence "public opinion" by the way in which the results are presented. Many a TV viewer may switch off, either literally or figuratively, but one suspects that most of them do not.

We cannot put back the clock but we must be much more aware that democracy is in danger of becoming mind manipulation by professional propagandists. The typographical or other extremists can at present usually be identified, but the situation could become far too subtle for the democratic process to survive.

Yours faithfully,  
DONALD J. GOLD,  
35 Kilm Road, Emmer Green,  
Reading, Berkshire.  
From Mr J. D. Lewis  
Sir, Peter Stothard's account of a mid-campaign panic in the Conservative direction (report

society a place which realises more and more the ideal of freedom and which is less and less an arena of rival cynicisms. Such was the aspiration of Caesar Augustus himself, if not his eventual achievement — a land of *pax augusta* and not merely *victoria augusta*.

Yours truly,  
PHILIP ALLOTT,  
Trinity College, Cambridge.  
June 12.

From Mr John Arkell  
Sir, I do not quite agree, as a matter of interest, with the tenor of the construction you have put on Mrs Thatcher's replies to Mr David Dimbleby concerning caring ("Prime Minister retracts 'drivel' slip", front page report, June 11).

I think she was saying in effect — do you judge people's compassion by what they say or what they do? The English are not given to wearing their hearts upon their sleeve. All that glitters is not gold, etc. in theological terms, the old conflict between faith and works.

She concluded, in my view rightly, that both were necessary. If she has a "hard-hearted image", many with insight might consider it unjustified.

Yours faithfully,  
JOHN ARKELL,  
Pinnocks, Fawley,  
Henley-on-Thames, Oxfordshire.  
June 11.

From the Rev H. A. Williams, C.R.  
Sir, In "bourgeois triumphalism" Peregrine Worsthorne (June 12) has given us a very useful phrase for something very ugly. A concrete example of it may bring home its meaning.

Recently, in ordinary and somewhat shabby clothes, I found myself sitting next to a "supper" at a lunch party. He condescended to ask me what I did. When I told him I was a monk he immediately replied: "Ah, that gives you a respectable reason for being poor".

I voted Tory yesterday. But unless the Government takes notice of what Mr Worsthorne has said, I shall not do so next time.

Yours faithfully,  
H. A. WILLIAMS,  
Community of the Resurrection,  
Mirfield, West Yorkshire.  
June 12.

From the Reverend and Mrs Richard Woods  
Sir, Apropos the Diary comment (June 11) on the election falling on the feast of St Barnabas, it would appear that the coincidence of dates had little influence.

Far from following the example of the apostle who sold his land and put the proceeds in the common fund (Acts 4.32f), those who have benefited from its policies have re-elected a government which has redistributed the assets of the common fund to those who could have been expected to contribute most, and taken from those who had least to contribute.

Barnabas (Acts. 11:29f) was sent with relief given according to the ability of the disciples; on the contrary, those who have gained have decided to keep what they have and to look for more, rather than making distribution "as any had need".

Yours sincerely,  
RICHARD WOODS,  
JANE HEATHCOTE,  
62 Oakfield Road, N14

From the Headmaster of Cheltenham College  
Sir, I have just read Churchill's telegram to Roosevelt, congratulating the President on his historic election victory in 1944. I always said that a great people could be trusted to stand by the pilot who weathered the storm.

Whether we are a great people or not is debatable, but at least the electorate has shown an insight that was not apparent to the advertisers and pollsters.

Yours sincerely,  
RICHARD MORGAN,  
Cheltenham College,  
Cheltenham,  
Gloucestershire.

June 13) makes curious reading to this student of events. Granted the Labour television presentation was interesting if not riveting, but to describe it as glowingly successful smacks of media rather than public reaction.

To my mind its bogus nature was wholly exposed by one day exhibiting Neil Kinnock as a quiet, caring family man, and the next as a ranting, near-frothing-at-the-mouth revivalist. Furthermore the viewing public has surely grown wary of slick advertising, caring the mind off to highly expensive exotic locations in a fantasy world only to reveal the purpose is to increase the sales of a chocolate bar.

Yours faithfully,  
J. D. LEWIS,  
24 Edlyn Close,  
Berkhamsted, Hertfordshire.  
June 13.

From Mr E. J. Lacey  
Sir, I cannot concur in the now constantly repeated assertion that the Labour Party in general, and Mr Kinnock in particular "fought a brilliant campaign".

The truth of the matter may be quite different that the very nature of the presidential-style razzmatazz, and the glossy "packaging" of the Labour leader actually lost the party many votes, as the electorate saw through their essentially bogus nature.

## Plenty of skills but no prospects

From Mrs Judith Welch  
Sir, For years I have read with interest your articles written by "employment experts" on the importance of re-skilling and re-training for women who have spent a large portion of their lives raising children. I am one of those women.

Four years ago I returned, as a mature student, to my local adult education centre and did my A levels in one year. The following year I was offered a place at the London School of Economics to do an honours degree in sociology. I was a full-time student and at the same time managed a family of six children.

I have just completed the degree course. I have up-to-date skills in accounting, statistical and data analysis and labour relations, as well as in industrial sociology. My thesis was based on an original field study of women managers in the electronics industry. I am qualified and ready to enter the labour market.

Now that I am a graduate, I find that I cannot gain employment because I do not have the appropriate job experience. Employers are not interested in my new skills and education. They are only interested in an individual's last job.

Every time you print an article by an expert in personnel management I write to that individual or organisation and express my interest. The replies are all in the negative. Please tell me, why do you persist in printing articles encouraging women, in particular, to return to education and re-skilling and re-training programmes, when employers do not want to know?

Yours faithfully,  
JUDITH WELCH,  
74 Manor Way,  
Beckenham, Kent.

## ON THIS DAY

JUNE 16 1874

The inquiry held by a special committee of the House of Commons into the working of the Adulteration Act called a number of well-known experts to give evidence, including this acknowledged "ten improver"

## THE ADULTERATION OF FOOD

The analyst called was Mr Völkner, the analyst of the Royal Agricultural Society of England, who, examined by Mr C. S. READ, said he was astonished to hear that any one professing to be an analyst could have said, as Dr. Tidy was reported to have declared, that 33 per cent of water could be added to milk without detection. There were variations in the qualities of milk certainly, but these were not great. The greatest variation in milk solids was from 10 to 14, but the usual variations — the natural ones — were from 10 to 12. But he would make no "standards," such as had been suggested by Dr. Tidy, below which he should decide milk to be adulterated. No such standard should be fixed in an analyst's mind, he stated, as the Act of Parliament. To fix such a standard even at 10 per cent, would permit a dishonest tradesman to adulterate, while it would lead an honest tradesman to be fined for selling poor milk as pure; and milk would be poor in some seasons.

On the butter question, he said that what was called "Australian" and "Dutch" butter was manufactured to a large extent. He had examined a sample of stuff sold as "Australian butter" at 7½d. a pound, and on inquiry he found it to consist largely of bone fat, this grease being extracted by the steaming of bones of animals. This was manufactured in England, and was most disagreeable to the taste, and small. The real Australian butter was good. The Dutch butter was better to the taste than English, but it was manufactured from American lard and some real butter. The American lard, a merchant had complained to him, was sent over from here to Dunkirk and came back as Dutch butter. Asked if genuine butter, naturally varied, he said it varied with the food of the cow. He was astonished at seeing that analysts had given decided statements as to the fats found in butter as there were no decided tests. As to bread, before the Act the bakers used a "whitening powder," which contained alum, and this was followed by the sale of American flour which was of the same character as the whitening powder. This practice was largely stopped by the Act. Rice used to be mixed with bread too. Potatoes were also used, but he should hardly call the use of potatoes an adulteration. He did not think sugar was adulterated, and as to the sugar "miles" there was no more to cause alarm in these than on the cakes in cheese. If a man had to live exclusively on bread it would be better for him to eat brown bread. As to beer, he did not know of any decided adulteration of beer now. All wines were mixed, and one might look in vain for a pure vintage of foreign wines. Some wines were more fortified than others, especially ports and sheries.











## THE ARTS

## Science lesson

By  
Dennis  
Manc  
Newca  
and Se  
vote - 1

Mrs  
sis is  
Conse  
week,  
of the  
revive

Ma  
reg  
gov  
the  
Me  
one  
der  
wh  
ora  
sor  
70

is  
the  
do  
un  
m  
in  
is  
G  
m  
L

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

th  
it  
w  
L  
il

Mrs Thatcher may be the first British woman Prime Minister and, as far as I am aware, the only one with a science degree, but no one can accuse her of too much positive discrimination in favour of her sex or science. Feminists have long realized the importance of television to get their ear in. The scientists have been slower off the mark but are making up for lost time. Last night, in the guise of documentary, a bevy of huffins appealed to the country.

Both *To Catch a Falling Star* (Horizon, BBC2) and *The Chemistry Set* (The Cutting Edge, ITV) were powerful

## TELEVISION

indications of the folly of the Government's insufficient support for scientific research.

The styles of the programmes, however, were very different. *Horizon*, which with its consistent record of slick, intelligent programmes has done much to interest the lay viewer in science, centred the argument on astronomy. It gave its scientists, somewhat sombre in their protest, the support of special effects — rather too special in the case of the slow-motion sequence of an axe destroying scientific instruments. *The Cutting Edge*, a series about the Oxford scientific community, relied merely on the strength of personality of the chemists. And how strong they were.

The power-house boss of the pack was called Baldwin, appropriately since his hairstyle was pure alopecia and his competitiveness was such that colleagues, not without admiration, called him "an intellectual thug". This curiously charismatic man abhorred "collectivism" which left talent unrewarded. Even more poorly paid was one of his brilliant sidekicks called Davis. Confined to the D-stream at school, he had triumphed against all odds to become a leading scientist. Unfortunately he and his like have also to triumph against the odds to keep Britain a leading scientific nation.

Andrew Hislop

## Caught in times gone by

## GALLERIES

John Russell Taylor finds the avant-garde not quite as new and youthful and stimulating as it might be

Two earnest Americans taking coffee somewhere on the fringes of *documenta 8*, the latest edition of Kassel's artistic avant-garde:

EA1: "Harry didn't like it at all. He did not believe it made a valid statement."

EA2 (indignantly): "Oh, so Harry didn't like it. Well, I'm here to tell you that Harry couldn't tell a *documenta* exhibit from a hole in the ground."

If this was indeed Harry's problem, he no doubt shared it with many visitors: indeed, many of the *documenta* exhibits displayed until September 20 in the two main gallery locations, the Museum Fridericianum and the Orangerie, and scattered all over the town, do literally feature holes in the ground, or piles of natural materials like peat and sand, or the sort of stark construction which leaves you puzzled as to whether it is a free-standing work of art or meant to serve some more practical purpose like housing the fire-hydrants.

So, one might reasonably say, that is the nature of the avant-garde. And, if the conceptual avant-garde of the Seventies did nothing else, it certainly sensitized us when it came to appreciating the aesthetic qualities of the hole in the road or the heater on the hill. The main question *documenta 8* poses is no longer "But is it art?"

Rather, we are forced to consider whether "avant-garde" has gone the way of "modern" by becoming a historical term, covering a particular set of attitudes and stylistic assumptions which are now very clearly caught in past time like bees in amber. It is unfortunate, if one is invited to a sampling of all that is newest and most vital in the art of today, to find oneself constantly dogged by a sense of déjà vu. The organizer of *documenta 8*, Manfred Schneckenburger, was also organizer of *documenta 6* back in 1977, and it is difficult not to wonder whether he is still thinking in terms of 10 years ago. Certainly many of the most prominent artists in this year's show were very much around 10 years ago, and might well have been included then: if you had had, say, Joseph Beuys, John Cage, Tony Cragg, Enzo Cucchi, Hans



The evolution of Eric Fischl in his casual-seeming collage *Portrait of a Dog*, rather like Hockney's photo-pieces

Haacke, Anselm Kiefer, Robert Longo, Giuseppe Penone, Gerhard Richter and Richard Serra among your exhibitors you would have been doing pretty well. Today the majority of the most memorable exhibits are by artists from this list. These are, after all, the established masters.

One could hardly imagine, for example, anything more simple and magisterial than *Spirals*, the Serra sculpture in the Fridericianum. There is a sort of semi-circular apse at the back of the museum building, and on the first floor Serra has installed an elegant curve of spirally rusted steel which starts at the outside edge of the doorway on one side and arrives at the inside edge of the doorway on the other. As you walk past it, therefore (or try to), you find the space available to you insensibly diminished until it gives out altogether, whichever end you start at. The surface of the work is beautiful, and the concept amazingly direct and effective: it really does modify your sense of space and proportion while you experience it.

Similarly with Kiefer: his space has two monumental paintings, looking like encrusted Towers of Babel, and a

scattering of his sculptures in the form of metal books on stands, creating an indefinable but very potent sense of menace.

With other well-known artists like Eric Fischl, a slight evolution may be observed: he is still painting his ambiguous and vaguely nasty domestic scenes, but now he is doing them in three or four separate pieces which fit together in a casual-seeming collage rather like Hockney's more elaborate photo-pieces. Anthony Gormley is still doing his metallic-looking mummy-cases, though in a variety of new positions and conjunctions: here they look well. And Tony Cragg continues with his latest form of stone-and-metal sculpture: particularly effective is the assemblage of rough-hewn stones and large metal flags at the top of the hill overlooking the Karlsruhe.

But, as against these genuine yet familiar delights, there is an awful lot of really pointless, allegedly experimental fiddle-faddle that seems to be there entirely because the intentions expressed by the artist in his explanation of his piece are politically or socially worthy.

Nor does there seem to be any clear

idea informing the whole of *documenta 8* — unlike *documenta 7* (1982), which was primarily about the revival of picture-making in the Eighties. The catalogue says that it is attempting to explore the alternatives to picture-making today, while not necessarily excluding the painted picture either. In the Orangerie there is a sequence of 12 spaces which have been given over to architects and designers to propose or fantasize around the notion of an ideal museum. This inspiration proves supremely uninspiring.

So does all this prove that the official avant-garde is now far *en arrière*, and there is nothing new under the sun? Surely not. Since the last *documenta* vividly proposed a new look in the art of the early Eighties, all connected with the Neo-Expressionists and the return to representation, would it not be timely and usefully informative — for this year's edition to explore the apparent return to abstraction? We might not care for it when we saw it, but an important part of *documenta*'s purpose has always to be to let us know that such things are happening, and leave us to make our minds up for ourselves.

## CONCERTS

Zukerman/  
Neikrug  
Festival Hall

It is a mistake to "warm up" on Mozart. The notes may be easily accessible but, if the musicians are not attuned to spiritual and stylistic considerations, the result can be desultory.

The fact that the violinist Pinchas Zukerman and the pianist Marc Neikrug subsequently displayed fine form in Brahms and Prokofiev only made it more disappointing that they spared rather listlessly with Mozart's B flat Sonata, K378. The effective nuances there were tended to come from Neikrug, a neat and unaggressively musicianly pianist. Zukerman, apart from some snatches of singing tone in the upper register, seemed out of sorts, toying with effect, rather than getting to grips.

So his glorious playing in Brahms's Sonata in G, Op 78,

seemed as if it were coming from a different fiddler, or perhaps from the same one on a more inspired afternoon. He held all the diverse moods of this many-sided masterpiece in perfect equilibrium. The ravishing lyricism, the occasional moments when the music seems to negate itself in self-doubt: the strand of heroism counterpointing the beautiful mystery of the Adagio — all this Zukerman articulated with an unerring control of tonal colouring. His bold variation of vibrato speed was one sign of a master, but most characteristic was his silky, unforced way of gliding over Brahms's arching melodies.

Some may have found this same effortless smoothness slightly at odds with the quirky spirit of Prokofiev's Sonata in D (the one originally written for flute), especially in the Scherzo, though Zukerman did dig into the notes with more gutsiness in the outer movements. Prokofiev, however, is not necessarily about spit rather than polish: this sophisticated duo touched on a bitter-sweet, elegiac vein that seemed equally valid.

Richard Morrison

Nash Ensemble/  
Friend  
Wigmore Hall

These are early days yet, but nobody should be surprised if in a decade or two the names of Simon Holt and Mark-Anthony Turnage, both in their mid-twenties, turn out to represent the very cream of their generation of British composers, much as those of Maxwell Davies and Birtwistle do today. In the second of the Nash Ensemble's two enterprising Anglo-American concerts, Holt's *Barbaric* and Turnage's *Seating About the Bush*, the latter specifically commissioned for the occasion, both exhibited a remarkable confidence and maturity in medium and message.

The text of Turnage's piece, which is taken from Steven Berkoff's play *Greek*, together with his own refreshingly frank description of the work as being concerned primarily with the subject of sex (he also made a point that it was written while he was becoming acquainted with the music of

the black rock star Prince), might strike the prudish as carnally sensationalist. But in fact the composer has crafted a piece of great poetic power, a paean to the physical act, yet, also to the emotions which can elevate it.

Certainly there is nothing crude in the way the layers of his music intermingle and react, giving rise to an impressively rich range of subtle instrumental colour, or in Turnage's intuitively expressive shaping of the vocal line and his unburied accumulation of momentum through the work. Jean Rigby sang the voice part with an ardency and commitment fully matched by the Nash's playing under the direction of Lionel Friend.

Holt's work, a clarinet quartet, is impressive for different things, for its garish snapshots of nightmare images and for its demonstration of how this composer can throw together seemingly disparate fragments and yet forge a compellingly dramatic, shapely whole. There are few clarinetists who could have negotiated it with the supreme musicianly confidence of Michael Collins.

Stephen Pettitt

## Now for rethinking

While the Prime Minister's timing of the General Election has now been vindicated so far as the Conservative Party is concerned, it could not have come at a worse time for BBC Radio News. It was already suffering low morale, loss of direction and an abdication of purpose. Its failure to establish significant journalistic authority during the campaign suggests the time has come for a major re-assessment of the way in which radio covers events and discharges its responsibilities within public service broadcasting.

As with so much else these days, it may simply be a question of presentation and

## RADIO

packaging, but one doubts it. In an age of effective public relations, the explanation of politics is too important to be left to the politicians. That all media outlets, with a few honourable exceptions, have failed to recognize this over the last few weeks is no excuse. It is rather an indication of just how ominous are the signs and how urgent is the task of reconstruction.

What appears to have happened to Radio News is that professional journalism and analysis, based on solid

information and research, have been superseded by the principles of the chat show. Where entertainment is the primary goal it may be acceptable to populate studios with otherwise unremarkable people plugging their latest book, film or song, but even there the technique is wearing a bit thin, as has been recognized by recent changes to *Start the Week*.

To find the approach now surfacing within Radio News is depressing indeed. An apocryphal tale recounts how an author is invited to a radio studio to discuss his new book. On arrival he is taken to one side and told by the interviewer that, although he has "seen" the book, there has been no time actually to read it and could the author suggest what questions should be asked. One had the feeling during this campaign that party manifestos and policy statements were being treated in the same way.

The parties themselves may have fluffed their explanations but that is precisely why good journalism was required. The campaign became about the campaign, just as in chat shows the famous are famous for being famous. Thus we end up with the ludicrous suggestion that, although Labour lost badly at the polls, it won on points, as if the two are somehow equally worthy.

Why, then, did this failure of journalism occur in radio? One reason must be the general aimlessness of the BBC in recent years — a drift which may now be halted by new appointments, particularly that of Mr John Birt as Deputy Director-General. Armed with his "mission to explain", he may be able to pull Radio News back on to the tracks. But there is also a more profound reason: 1979 marked the end of consensus and the rise of conviction as the basis for British politics and, against politicians of all parties with fire in their bellies, professional journalism itself suffered a failure of confidence. Unless it is recovered, we will all be the losers.

John Marshall

## THEATRE

Playing With Fire  
Traverse, Edinburgh

John Clifford shows no signs of departing from the genre of historical fantasy which characterized his previous successes, *Losing Venice* and *Lucy's Play*. In his latest piece, *Playing With Fire*, however, he is working on a more domestic canvas and in a bare 90 minutes his material gains, in its early stages at least, from being more focused on fewer issues.

Set in Paris during the Hundred Years War, it features Justina (Celia Gore-Booth), an alchemist whose hunger for the elusive philosophers' stone leads her to sign a Faustian pact with the Devil (David Gant). Inevitably the gold which is duly forthcoming proves not to be the cure-all she had assumed.

Her husband is crushed by a dung cart and the King's Constable takes the gold to fund the war. So far so good: there are plenty of good lines reverberating with contemporary parallels. With hard-working performances and another magical transformation of the Traverse space (the designer Paul Brown has built the audience into the walls of Justina's hovel) you start to relax into another intelligent meditation from Clifford on how dreams of making the world a better place rarely stand up to the *realpolitik* of gaining the power to make those changes.

Somehow however it all starts to unravel. The King appears at the hovel, a bizarre creature in a white gown looking like nothing so much as Brian the Snail in *The Magic Roundabout*. Justina's husband is resurrected — you just have to want something badly enough, says the Devil — Justina tries out the crown for size, and the King teams up with the neighbourhood beggar. The result is, to say the least, confusing, with few clues as to what the writer is getting at, never mind what conclusions he might like us to draw.

Robert Dawson  
Scott



Like a knowing tornado: Carol Woods in *Blues in the Night*

Blues in the Night  
Donmar Warehouse

For two thrilling hours this most intimate of small theatres throbs to the singing of two dozen classic blues numbers.

The stage has been loosely divided into areas suggesting three rooms in a cheap Chicago hotel of the 1930s, the idea being that the principal singers, listed in the programme as the Lady, the Woman and the Girl, have taken refuge there from unhappy love-affairs.

It is only a slender idea but, in giving the singers these faint roots outside the context of their songs, the show just avoids seeming to be what, of course, it actually is: one great song after another. And it is the songs and the singing that matter. Half a dozen Bessie Smiths, an Alberta Hunter and a couple of stunner from Harold Arlen, one of which gives the show its title.

The central performance is that of Carol Woods, amply built with a generous mouth filling half her face: amazing in

her patterned velvet dress, unforgettable in layered fringes, she roars like a knowing tornado into the raunchy lyrics of "Kitchen Man", a song where praise of perfect cooking becomes a thinly coded paean to sexual joy.

Debby Bishop is more the slender Egyptian princess type, letting a sense of humour play around the corners of her mouth, but projecting an intense ache of feeling in the long low phrases of "Nobody Knows You When You're Down and Out".

Maria Friedman's character is that of the sadly bitter victim — though it is of the nature of almost every blues song to be a lament for the disappointments of life. This emotion is expressed with a truly exceptional power to move the heart when Carol Woods gives us Smith's "Wasted Life Blues", building very gradually from the slow, smoky beginning to the emphatic pauses in the last lines. Chicago hotel or no, singing like hers stirred in this listener something close to rapture.

Jeremy Kingston

Philharmonia/  
Colin Davis  
Festival Hall

An expression of private grief and another of public rejoicing were contrasted by Sir Colin Davis in his concert with the Philharmonia Orchestra and Chorus, by following Mozart's Mass in C, K317, known as the "Coronation", with the Requiem by Fauré. The latter was given a lyrical performance in its general restrained character, its sorrowful dignity tempered by compassion in the sunset glow of feeling that emerged at the end.

The chorus distinguished themselves in the often exposed writing for one register of voices at a time, the phrasing notably cogent in the smoothly flowing Sanctus and Agnus Dei, while the instrumental playing was gracefully controlled. In the male solos Gwynne Howell's usually basement-bass reached up to at least a baritoneal mezzanine with eloquence of line, and Alison Hargan floated a suitably angelic soprano that needed to show more closely observed dynamics in "Pie Jesu".

She took the one main solo at Agnus Dei in the Mozart Mass with commendable

sense of style, and was joined by Mr Howell with Anne Howell (singing with particular refinement of tone) and Robert Tear to comprise a domestic solo quartet of wider distinction. The "Coronation" which gave its nickname was no state occasion but the annual placing of a wreath on a statue of the Madonna, and Sir Colin treated the work as the lively holiday celebration it must have been.

Whatever the Salzburg Archbishop Colloredo lacked in history's account of his relations with Mozart, his taste for a Mass that was short and tunefully to the point can be appreciated, as can the bracing sense of musical purpose that was brought to it here. To begin the programme, Sir Colin prefaced it with one of Haydn's more Mozartian symphonies, No 88 in G, and established a measured grace and cheerful spirit that was much to its advantage.

Noël Goodwin

● *Breaking the Code*, by Hugh Whitmore, will transfer to the Comedy Theatre tomorrow after a nine-month season at the Theatre Royal, Haymarket. The lead role of Alan Turing will be played by John Castle. It is directed by Clifford Williams, and produced by Michael Redington.

FOR THE MAN WHO  
HAS (ALMOST) EVERYTHING

If you work hard, you probably find satisfaction through your career. But if you stop to think, is that really enough? Life may be an endless round of meetings — but when did that last lead you to a stunning, stylish woman you could communicate with and want to share the rest of your life with? Commitment may suddenly have become the watchword of the eighties — but finding someone to commit to today can be the biggest challenge of our times. And let's face it, these days you can't be too careful!

We can introduce you to women you might never normally encounter. Whatever type you're looking for — beautiful, funny, successful, chic, high-powered or low-key. As well as being carefully-screened by us, they all have one thing in common — like you, they would like to meet and spend their lives with one, important person. Why not call us for a private appointment and let us explain...

H·E·L·E·N·A  
INTERNATIONAL VIP CLUB LTD, MAYFAIR Q1 409 291 3, 01-491 0216

23-27 JUNE 7.45pm  
EVERY GOOD BOY DESERVES FAVOUR

A PIECE FOR ACTORS AND ORCHESTRA  
BY TOM STOPPARD AND ANDRÉ PREVIN  
WITH PETER MCENERY AND JOHN BIRD AND THE ORCHESTRA OF ST. JOHN'S SMITH SQUARE

## 'A FIERY COMET OF WIT'

QUEEN ELIZABETH HALL 01.928 3191 01.928 8800 (cc)

THE  
GROSVENOR HOUSE  
ANTIQUES FAIR

10-20 June 1987  
Grosvenor House, Park Lane, London W1.

10 June: 5.00 p.m.-8.00 p.m. Weekends: 11.00 a.m.-8.00 p.m.  
Other days: 11.00 a.m.-8.00 p.m.

Children under 5 years of age will not be admitted.  
Admission price inclusive of Handbook: £8.00.

\* Charity Preview: 9 June 7.00 p.m.-9.30 p.m. Tickets: £50.  
\* Lectures (16, 17, 18 June): £11 per lecture.  
Enquiries: Telephone: (0798) 26699.



## FASHION by Liz Smith

## Every one a winner at the races

Smart, sharp little suits in black and white are under orders and tipped to be first past the post at Ascot this week

Dressed to the nines, a group of friends will be gathered together on Thursday to celebrate Ascot's Gold Cup day. But instead of setting off for the racecourse, they will meet in London for Kate, Lady Vesey's annual anti-Ascot lunch.

For those who find Ladies' Day "a bit of a scrum" but who do not want to miss the fun, Kate Vesey provides delicious food, switches on several television sets and, having sent her chauffeur off to Ascot to pick up the day's racecards, settles down with her friends in Knightsbridge for a day at the races.

The season is proving to be a colourful event, and whether you spend it at Lady Vesey's or in the Royal Enclosure, dressing up is an essential part of the ritual.

Standing out in any crowd will be, inevitably, the sharp silhouettes of the newest suits in white or ivory, many in grosgrain or cotton otoman, worn with navy or black. But sherbert pink and lemon yellow are among the fizzy new shades, successfully spicing this monochromatic chic.

At the top end of the market, in good cloth handled by a top designer, the new, strong colours can be carried off with assurance. The more emphatic contrast of white with black or navy is needed to add distinction to less expensive clothes.

Designer David Sassoon draws a crisp thumbnail sketch of the two styles in vogue: "One is short, either a flirty little dress that ends in tiers, or a bolero jacket above a neat, wrap skirt. The other is the longer, romantic line, full-skirted with a belt to show off the waist."

Not all of us manage to get to the races, but for most there is some big occasion in the year when pressure is put on even the most organized of wardrobes. In deciding what to wear, the solution is to resist any temptation to splash out on uncharacteristic extravagances. Go for simple lines, look for a polished-up version of a style you might wear every day, and buy the best you can afford.

You might make an appointment in the dark, silk-lined boudoir opened in Chelsea by Anouska Hempel and be measured for one of her dramatic creations, which rely on polished simplicity and important sleeve-detailing for impact. Tessa Dahl-



Kelly has ordered one, a drop-waist dress in snowy white cotton cloqué, to wear to her son, Luke's, christening. At her husband's tennis tournament at Queens Lady Sally Aspinall plans to wear, depending on the weather, either a Saint Laurent brass-buttoned navy jacket or silk separates from Piero de Monzi in the Fulham Road.

On a tighter budget, I would head for a branch of Next or Laura Ashley, or a store that offers a wide choice of simply-cut separates, like Fenwick, where a cotton jacket might need only its buttons changed and upgraded, plus the help of a well-cut skirt, to become the basis of an elegant outfit.

Although hats by Frederick Fox or Graham Smith, or one of those stylish squashed straws by international star milliner Patricia Underwood, (from Harvey Nichols or Browns), all come at couture prices, several hat designers produce more modestly-priced ranges that sell in major stores around the country.

Look out for Frederick Fox's sharp-brimmed hats, available for around £40 or £50. A stylish sombrero from Graham Smith's less expensive line for Kangol can cost as little as £20, and Viv Knowland's Simply Natural range of elegant straws (from branches of the Hat Shop) is priced at under £30.

Left to right: White and black two-piece in self-spotted cotton jacquard, £430, Jacques Azagury from Harrods, Knightsbridge, SW1 Gallery 28, Brook Street, W1 Lisa Sterling, Manchester. Black-trimmed white straw sombrero, £19.95, Graham Smith for Kangol; leather gloves, £18.95, Ki; both from Fenwick, 83 New Bond Street, W1. Earrings, £27, Wright & Tague; bracelet, £42, Anna Maria Calcutt; both Liberty, W1. Co-respondent court shoes, £88.50, Rayne, 57 Brompton Road, SW1; Guildford; Jenners, Edinburgh; Frasers, Glasgow.

Flame linen curly jacket, £459; skirt, £202, Jean Muir from Browns, 23 South Molton Street, W1; Olive Walton, Birmingham; Pollyanna, Barnsley; Campus, Edinburgh and Glasgow. Black and white hat, £93, Frederick Fox from Selfridges, W1; Dicks & Jones, W1; Netterwoods, York. Leather gloves, £23.95, Dent from major stores. Perspex necklaces, £82; earrings, £19, Caroline Broadhead for Jean Muir from Browns. Black grosgrain shoes, £35, Basio from Way In, Harrods, SW1.

White cotton mess jacket, £21.95, Tokito; navy cotton skirt, £39.95; navy and white straw Breton hat, £29.95, Marida; all from Fenwick, 83 New Bond Street, W1; Newcastle. White cotton gloves, £22.95, Dents from major stores. Earrings, £27, Wright & Tague from Whistles branches. Silver choker, £129, Liberty, W1. Punched navy and white shoes, £120, Bruce Oldfield for Rayne.

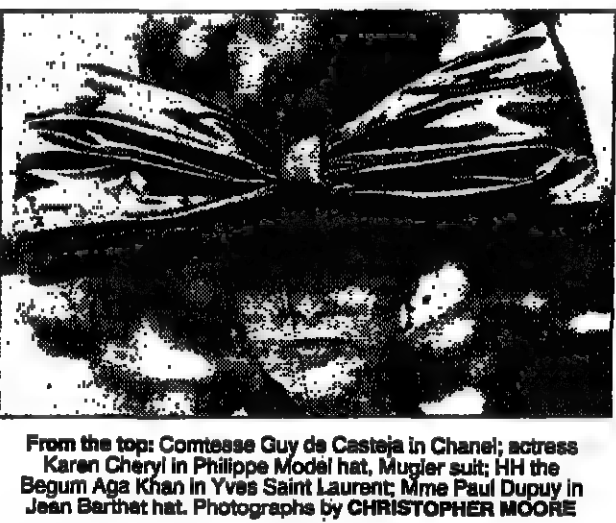
Tobacco brown linen fitted jacket, £110, over Prince of Wales check linen sleeveless dress, £65, Hobbs, 47 South Molton Street, W1; 47 South Molton Street, W1; Manchester; Cambridge; Bath. Honey polished straw hat, £108, Graham Smith for Kangol from Fortnum & Mason, W1. Chain necklace, £11.95; earrings, £3.95; Liberty, W1. Canvas and leather court shoes, £44.99, Hobbs.

Hair by Guido for Toni & Guy. Make-up by Ariane. Photograph by JOHN BISHOP

Chantilly became a catwalk on Sunday as the designers showed their paces

Cynics who sometimes wonder whether the more extravagant notions of couturiers ever make it from the collections' catwalks into the wardrobes of the chic should have been at Chantilly on Sunday. The extravagantly-trimmed organza and straw mob cap (top right), worn with navy silk shantung crinoline suit, short and bouffant above the knee, was one of the many stunning travura creations (this one by Karl Lagerfeld for Chanel) that turned the Prix de Diane Hermès into a real-life fashion parade. It takes an assured racegoer to carry off with aplomb a hat that is a squiggle of mesh, a twist of polished scarlet straw anchored by a visor (worn with red and white Guy Laroche silk), or the outsize bow in glossy black (worn again with Chanel and seen below), just some of the ultra-chic chapeaux created this season by the Basque-born hat designer, Jean Barthelet and seen at Chantilly. Many of the more frothy, whimsical concoctions, combining organza and hot-house blooms, were the work of Paris's young millinery star, Philippe Model, who also produced Karen Cheryl's black and white creation (right). No wonder both he (in tattered black sleeveless) and Jean Barthelet turned out in person. Also there was the Begum Aga Khan in Yves St Laurent's colours, Eric Bergère, the youthful designer of ready-to-wear at Hermès, sponsors of the Grand-Prix Diane, displayed much of the free sartorial style of the men at French race meetings. His straw boater, brocade waistcoat and blazer cut a dash among the grey-morning coats and top hats. Most men looked like elegant members of the Bourse, or raffish bookies, in pinstriped suits.

The guest of honour, Princess Lella Myrtem, daughter of the King of Morocco, changed from the brocade jellaba she wore on arrival into a black shantung Chanel suit for lunch in one of the bedouin tents that Hermès had pitched by the racecourse.



From the top: Comtesse Guy de Castella in Chanel; actress Karen Cheryl in Philippe Model hat, Mugler suit; HH the Begum Aga Khan in Yves Saint Laurent; Mme Paul Dupuy in Jean Barthelet hat. Photographs by CHRISTOPHER MOORE

**HUNTSMAN**  
Exclusive Hand Tailored  
Ready-to-Wear Mens Clothing  
**11 SAVILE ROW**

**Cartier**

**Cartier Ltd**  
175/176 NEW BOND STREET LONDON W1  
AND AT **Le Must de Cartier boutique**  
HARVEY NICHOLS, KNIGHTSBRIDGE, LONDON SW1  
HARRODS, KNIGHTSBRIDGE, LONDON SW1  
INTER-CONTINENTAL HOTEL, HAMILTON PLACE  
HYDE PARK CORNER, LONDON W1

## Luxury and linen

Smart retailers choose Ascot week to show off their exclusive wares. The influx of international racegoers who landed in London had a barrage of invitations to exhibitions and private views last night. In the fashion business this simply means another excuse to shop.

Coats of arms of the Frescobaldi, Borghesi and Visconti families, lenses left by Queen Margherita of Savoy, heraldic papal altar cloths, were on display at a party in Claridge's

last night when the Italian firm of Frette celebrated the tenth anniversary of their London shop. The monograms and crests which are woven into Frette's fine linens and silks in their Monza HQ today are more newly-minted, with a flourishing trade in trousseaux for dynastic marriages in Houston or Beverly Hills. (Frette is at 98 New Bond Street, W1, and 84 Brompton Road, SW3.)

Bulgari, the Roman jewellers, whose creations often appear to combine coins and antiquities unearthed from archaeological digs with heavy gold and priceless gems, have never opened a London branch but regularly throw

parties with a built-in sales pitch for their rich clientele. Last night's, which drew numbers of New York's *haut monde* like Nan Kempner and Lynn Wyatt, in town for Ascot, was held at Les Ambassadeurs where the brothers Bulgari, Nicola and Paolo, display their finest creations until June 25, from 11am-10pm.

## Stripes ahead in Italian design

Multi-coloured stripes in a jangle of reds and greens might hardly seem the thing to wear when playing a background role in world politics. In every picture from Venice last week, however, when Mrs Thatcher stepped off a water-taxi or President Reagan shook hands with the Japanese, there they were, worn by some glamorous girl, and stealing the limelight. Not just one girl, however, but 110 waitresses had been dressed in the distinctive uniform of pleated skirt, T-shirt and cardigan in the colourful stripes that are recognised by fashion cognoscenti everywhere as the creation of Missoni, a singular compliment from the Italian Foreign Minister for Venetian-born Ottavio Missoni and his wife Rosita.

**T.H.E. BIG SALE**

**LUXURY BEDS & BEDDING - MASSIVELY REDUCED**  
**HURRY! HALF PRICE BARGAINS**

Subject to being unsold (showroom models, slightly damaged)

	WAS	NOW
6'0" x 6'0" SEVEN CARTRON SARE 6078	22.92	11.46
6'0" x 6'0" SEVEN VICTORIA SARE 6080	22.92	11.46
5'0" x 6'0" SLEEPERZ EXCELLENCE SARE 6084	11.92	5.96
NEWPORT SPANISH SARE 6087	11.92	5.96
6'0" x 6'0" SEVEN CARTRON SARE 6078	22.92	11.46
6'0" x 6'0" SEVEN VICTORIA SARE 6080	22.92	11.46
5'0" x 6'0" SLEEPERZ EXCELLENCE SARE 6084	11.92	5.96
NEWPORT SPANISH SARE 6087	11.92	5.96

**BED BARGAINS, VAST SAVINGS**

Pocketed spring interior mattresses on spring edge divans

	WAS	NOW
6'0" x 6'0" SEVEN CARTRON SARE 6078	22.92	11.46
6'0" x 6'0" SEVEN VICTORIA SARE 6080	22.92	11.46
5'0" x 6'0" SLEEPERZ EXCELLENCE SARE 6084	11.92	5.96
NEWPORT SPANISH SARE 6087	11.92	5.96

**CONTINENTAL QUELLES - SPECIAL OFFERS**

Luxury goose-down quilt, Random selected. Super quality.

	WAS	NOW
6'0" x 6'0" Single bed size SARE 6131	11.92	5.96
6'0" x 6'0" Double bed size SARE 6132	11.92	5.96
5'0" x 6'0" Single bed size SARE 6133	11.92	5.96
6'0" x 6'0" Super size SARE 6134	11.92	5.96

**ALSO: LUXURY BEDLINES HALF PRICE**

Big savings, bedlinens by Peter Hens, direct covers, pillows & sheets.

**BUY AT BLOOMINGDALE'S, FOR THE BEST OFFERS**

Free parking, Superb bargains - and the best selection in town.

Free delivery on orders over £125 in England and Wales. Free over sea, £15 a week. Free return on any item if not satisfied. Under 28 days in stock. Under 28 days in stock. Under 28 days in stock. Under 28 days in stock.

**London Bedding Centre**  
36-37 Sloane Street, London SW1X 4NE Tel: 01-235 7541/4

## THE TIMES SWEATSHIRT



**Price: £10.95 each.**

The classic stretch-knit sweatshirt originated in the U.S.A. as a comfortable easy-fit top for sports and leisure activities. The design, crew-neck with deep raglan sleeves and stretch-knit neck, cuffs and hem, makes it a useful multi-purpose garment that offers a practical alternative to traditional pullovers and sweaters for casual wear.

Mr. President has produced this range of high quality sweatshirts made in the U.K. and designed for Times readers with "THE TIMES" flock printed on the left breast of each shirt. Available in a new range of colours: burgundy (50% cotton/50% polyester), or grey (50% cotton/50% acrylic) in a comprehensive range of sizes.

**THE TIMES**

All orders should be sent to:  
**The Times Sweatshirt Offer,**  
Boorne Road, Bexley, Kent DA5 1BL.  
Tel: (0322) 53316 for enquiries only.

Please send me... Times Sweatshirt(s) @ £10.95 each as indicated below:

Colour	Small 34/36"	Medium 36/40"	Large 42/44"	Ex. Large 44/46"
Burgundy				
Grey				
Navy				

I enclose Cheque/PO for £... made payable to The Times Sweatshirt Offer. Or debit my Access/Visa no. ....

Signature: \_\_\_\_\_

Send to: Times Sweatshirt Offer, Boorne Road, Bexley, Kent DA5 1BL.

Mr/Ms/Miss: \_\_\_\_\_

Address: \_\_\_\_\_

Postcode: \_\_\_\_\_

Tel: (0322) 53316 for enquiries only







**Compiled by Peter Davalle  
and Jane Rackham**

**CHOICE**

**Citizens of tomorrow: three of the Nottingham children in Witness: On the Margin (On ITV, 10.30pm)**

pent and the police do their best, but two crimes in three are never solved. What must be stressed about the film is that it deals exclusively with symptoms and not at all with causes. The sceptical may fairly ask how people get into such a mess in the first place. To understand is to find solutions. Such understanding may emerge from a

**Peter Waymark**

## Radio 1

**NF** (medium wave). Stereo on  
**VHF** (see below)  
**News on the half-hour from**  
**6.30 am until 6.30 am until 6.30**  
**pm then at 10.00 and 12.00**  
**midnight**  
**5.30 Adrian John 7.00 Mike**  
**Smith 8.30 John 9.30**  
**Newsbeat 12.45 Gary Davies's**  
**Moving Bit in the Middle (from**  
**Manchester Victoria Station)**  
**3.30 Steve Wright 5.30 Newsbeat**  
**5.45 Bruno Brookes 7.30**  
**Dance Long John 8.30 John**  
**Peel. VHF Stereo Radios 1 and**  
**2 - 4.00 am As Radio 2 10.00 pm**  
**As Radio 1 12.00-4.00 am As**  
**Radio 2.**

**Radio 2**

MF (medium wave). Stereo on  
YHF (see Radio 1)  
News on the hour. Sports  
Roundup 5.50 am  
4.00 Colin Berry 5.30 Ray  
Moore 7.30 Derrick Jamieson 9.30  
Ken Bruce 11.00 Jimmy Young  
1.05 pm David Jacobs 2.05 Gloria  
Hummilord and Racing from  
Royal Ascot 3.30 Adrian Love incl  
Royal Ascot 5.05 John Duran  
7.00 Robert Parker s A to Z of  
Jazz 7.25 The Radio Orchestra  
Show 8.25 Dave Gelly presents  
Voices (Cleo Laine) 10.00 The  
Law Game 10.30 Dealing with  
Daniels 11.00 Round Midnight  
1.00 am Nightmode 3.00-4.00 A  
Little Night Music

**WORLD SERVICE**

[illegible]

## CHOICE



**List: Radio 4. 8.00pm**

week's **T**  
feature **D**

... (0.00pm) is what that European-  
trope Franz Liszt. So widely  
did he trot, from capital to  
capital, so rapturously was his  
piano-playing acclaimed, and  
so multi-dimensional were his  
talents, that the story-teller, Jeremy  
Siepmann has not been able to  
squeeze it all into a single  
programme. Hence a second  
instalment of the Liszt saga  
next Tuesday night. Apropos  
of his bygone hysteria, I whipped  
up the general history of the  
romantic piano implicitly, rep-  
resenting us for thinking that  
when Ken Russell made his  
eye-popping *Lisztomania* in  
1975 which represented Liszt  
as a pop idol of Beate  
proportion, he was going over  
the top as usual. If anything, it  
appears, Russell was erring on  
the side of understatement  
because the man really was a  
performing phenomenon  
without precedent.

• Bill Darr's half-hour play  
Barker, Belgrave and Bigwee  
on Radio 4, (11.00am) which  
has two apparently prosperous  
chums sliding  
down the slippery path of  
crime, offers a good sampling  
of old school tie  
nihilism. Belgrave, a key  
figure, never appears, but he is  
constantly centre-stage.

**Peter Davalle**

## Radio 3

**5.35** Open University  
Foreground battles and  
rearguard action

**5.55** Weather 7.00 News

**7.05** The English Concert: Ethel  
Smythe (The Wreckers,  
SNO under Gibson), Li  
Boulanger (Nocturne and  
Barry Green, harpsichord,  
violin, and Eric Parton,  
piano), Barbara Strozzi (Non  
a color mio car' Sarganza,  
mezzo), Cecilia Chermadei  
(Concerto James Gateway  
Suite, with RPO under  
Dutoit), Antonio Vivaldi  
Jacquet de la Guerre  
(Gigue; Canarie; Menuet -  
Suite in F - Eric Buckley,  
piano)

**6.05** Concert (continued): Corelli  
(Concerto Grosso in F Op 6  
No 2; La Petite Bande under  
John Kullander), Chopin  
(Studies Op 25 Nos 1 to 8:  
Pollini, piano), Messiaen  
(Louange à l'Éternité,  
orchestra pour le jour et la  
nuit; Albert Elster, violin;  
and Sarenbaum, piano),  
Bézar (L'Arlesienne Suite No  
1 under Sarenbaum)

**5.00** World Service News

**5.10** This Week's Composer  
Medinet: The composer and  
his recorded works of Two  
Arabesques Op 7 Nos 2 and  
3 The rose, When roses  
fade (with Elisabeth  
Leventhal), Concerto for  
and Forgotten Melodies, Op 38  
No 5, Op 39 Nos 4 and 5  
and Op 40 No 4 Sonata  
vocalise (with Rietveld,  
soprano)

**10.00** Violin and piano music:  
Derek Collier with David  
Owen Norris, Benjamin Dale  
(Baldoni), Collier  
(Lamentoso), Ravel  
(Tzigane)

**10.30** Harp and Mandelachon.  
Walter Contorno in E  
minor; Hermann Baumann,  
horn; with Leipzig  
Gewandhaus under Masur,  
and Schramm (récitativo)  
Concerto No 2 in D minor;  
Andreas Schiff with Bevan  
RSD under Dutoit

**11.05** The BBC Sinfonia  
perform Five motets, 1834:  
The revival, Op 58; and Five  
madrigals, Op 51

**11.30** The vocal harmonies  
of Johann Matheson's  
Sonata No 1 in D for flute,  
and basso continuo: Fugue  
in G minor for  
harpsichord; Sonata No 8  
for flute and basso continuo

**12.10** BBC Scottish SO in String  
and Chamber music  
with Kanta Matila  
(soprano) Part I Haydn  
(Symphony No 99), Strauss  
(The Mother and the Maiden,  
Morgen, and Ständchen  
12.00 News

**1.05** Concert (part two) Sibelius  
(the tone poem Luonattar),  
and Nielsen's Symphony No 4

**1.35** Guitar encores: Manuel  
Barrueco plays works by  
Falla (including Dance of the  
Miles), while Carlos de la  
Cruz plays the first of the  
neighbour's dance) and by  
Turina (including Homage  
to Goya and Fandango)

**2.30** Vaughan Williams in his  
time. Vaughan Williams (as  
Lorson Symphonist - RPO  
under Boult), Delius (In a  
summer garden, revised RPO  
under Vernon)  
Haydn's Bar (as Celtic  
Lullaby, A Christmas Carol  
Summer song Sarah  
Leonard, soprano, with BBC  
Orchestra under  
Ashley Lawrence) Beethoven  
(Tamar USSR State  
Academy SO under Evelyn  
Sivitskaya) Ravel's Mad  
notes et sentimentalismes  
Montreal SO under Dutoit)  
Franck's Peace harpocue  
(BBC Concert Orchestra)

**4.45** A Kreutzer Sequence  
Perman (violin) and Samuel  
Berger's piano perform  
Ludwig Alkan's Étude  
in the style of Bach (Chamber  
Ensemble) and a chamber  
trio

**5.00** World Service News

**5.10** Mainly for Pleniute  
recorded music selection  
presented by Eric  
Hancock 5.55 News

**7.05** Two Planks and a Passion  
Anthony Minghella's play is  
set against the background  
of the 1932 Year of the  
Christ plays. A strong cast  
includes Richard Griffiths,  
David Thewlis, Denis  
Hochstetler, John Gielgud  
and Maurice Druelle. Requiem,  
Op 9 BBC Northern  
Singers, with Alfred  
Hodgson (contralto) and  
Graham Johnson (organ)

**10.10** Music for Strings  
Divertment under Robert  
Ziegler, with Gustav  
Clarkson (triple clarinet)  
Five pieces Op 44 No 41,  
Michael Rosenzweig (Elegy  
for 15 solo arrangers), Anthony  
Minghella (Concert for string  
orchestra), Hindemith  
(Traummusik for voice and  
string orchestra)

**11.15** The Night of the Witches  
Jenkins's Elai at the Royal  
Court London is reviewed  
by Robert Cushman


**11.20** BBC music: Gustav  
Schubert plays Wite  
Lobos's Prelude No 1  
Mazurka-Concert Study No  
11 and Study No 10  
and Britten's Nocturnal Op 70


**11.57** News 12.00 Close-down

**PHOTOSALES**  
Prints of The Times  
and Sunday Times  
Photographs

of which Times Newspapers Ltd. own the copyright can be purchased from the Photodisc Library, The Times, P. O. Box 481, Virginia Street, London E1 9BD.  
(Telephone 01-821 1111)  
Prices: 8in. 6in. £3. 10in. 8in. £4.  
12in. x 10in. £5. Prices include VAT, packing and postage.  
Colour print prices on application to the Photodisc Library. Money should not be sent without a written copyright permission has been obtained from the Photodisc Library.

# Bald men set the pace



**The Transform Hospital** 

Transform, "Lynwood," Green Walk, Bowdon, Altrincham  
Cheshire WA4 2J. Or phone: (North) 061-941 1982  
or (South) 01-631 4541 or 0296 415891.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_

TEL \_\_\_\_\_

BBC1

**6.50** *Cosplay AM*. Show.

**6.55** *The Pink Panther Show*. Three cartoons (r).

**7.00** *Breakfast Time* with Frank Bough, Sally Magnusson and Jimmy Fagan. National and international news at 7.00, 7.30, 8.00 and 8.30. Weather at 7.25, 7.55 and 8.25.

**8.40** *Advice Shop* visits Leicester. 8.55 Regional news and weather.

**9.00** *News and weather*. 9.05 *News*. Coverage of the Southfork (r). 9.50 *Wild Britain* Preview.

**10.00** *News and weather*. 10.05 *Neighbours* (r).

**10.25** *Children's BBC* introduced by Philip Schofield. 10.30 *Play School*. Contains a world that's completely flat. 10.50 *Jimbo* and the Jet Set (r). 10.55 *Five To Eleven*.

**11.00** *News and weather*. 11.05 *News*. Coverage of Mystery Island (b/w). Episode five. 11.20 *Wild Britain* Preview.

**11.30** On the *House* investigates hearing systems, and transforms a house (r). 11.40 *News and weather*. 12.05 *Arthur Negus* Enjoys. Floral artist, George Smith, joins Arthur Negus at Duddonston, Strathpines.

**12.30** *Wildlife on One*. Cartoons of St James's, narrated by David Attenborough. 12.55 *Regional News and weather*.

**1.00** *One O'Clock News* with Mervyn Law. 1.05 *Neighbours*. Paul is angry when he finds out Shane stayed overnight; and Des organises a competition at the new *550 King Rollie* (r). 1.55 *Stop-Gol* (r).

**2.05** *Royal Ascot*. Coverage begins with the traditional Royal procession down the course. Then at 2.30 *The Queen Anne Stakes* and 3.05 *The Prince of Wales Stakes*. Race and paddock commentators are Peter Sellman, Jimmy Lindley, and John Harmer.

**3.30** *Wild Britain*. Preview. 3.40 *Cartoon*. 3.50 *Bertha* narrated by Roy Kinnear with Sheila Walker (r). 4.05 *Laurel and Hardy*. Cartoon version (r). 4.10 *The Kewley Koolie Series*. *Cartoon adventures* at the Bungle Brothers Circus (r). 4.35 *Wizbit*. Starring Paul Daniels (r).

**5.00** *John Craven's Newsround*. 5.10 *Ereken* has a day at the seaside and investigates the inventions of sassafras rock, bathing machines and deckchairs (r). 5.35 *Wild Britain* looks at the comings and goings at an osprey's nest.

**5.50** *St O'Clock News* with Sue Lawley and Nicholas Witchell.

**6.35** *London Plus*.

**7.00** *No Place Like Home*. The arrival of three new people create further chaos in the Crabtree household (r) (Contax).

**7.30** *EastEnders*. (Contax).

**8.00** *Snash Strikes*. Lionel is celebrating; but will his planned party go off without a hitch? (Contax).

**8.30** *The Lenny Henry Show*. With special guests Style Council. (r) (Contax).

**8.50** *News O'Clock News* with Julia Somerville and Andrew Harvey.

**9.30** *The Poole on the Hill*. Jack Rosenthal's play commemorating BBC Television's Golden Anniversary says October the third marks at Alexandra Palace leading up to the first transmission day. (r).

**10.05** *Network* with Anna Ford and David Jessel. An in-depth look at the actions and policies of BBC television programme-makers; plus viewers' complaints and reactions.

**11.35** *The News*. Last in the series reports on 'Green Guerrillas', the people who are fighting to preserve habitats for wildlife in urban environments. (Contax).

**12.00** *Weather and Goodnight*.

## BBC2

<b>6.58</b> Open University. Recycling copper. Ends at 7.00.	<b>7.00</b> <i>Filec: The Renegade Ranger</i> (July 1939) Western starring Rita Hayworth as the leader of a Robin Hood-style gang. Directed by David Howard.
<b>8.00</b> <i>CeeFax</i> : <b>11.00</b> <i>Two on Time</i> : Water creatures. <b>11.17</b> Local history <b>11.46</b> Problems and solutions with colleagues. <b>11.48</b> <i>CeeFax</i> : <b>1.36</b> Getting it Together.	<b>8.05</b> <i>Environmental Update</i> : 2. Jonathan King in California.
<b>2.00</b> News and weather. <b>2.05</b> <i>Two</i> series for kids to five year olds. <b>2.15</b> <i>CeeFax</i> : <b>2.30</b> <i>The Education Programme</i> with Sarah Kennedy (r).	<b>8.30</b> <i>Brass Tacks</i> . Discussion about Eilon Stern in Liverpool — Eilon's largest self-help housing project.
<b>3.00</b> News and weather followed by <i>Good Morning</i> .	<b>9.00</b> <i>Film: Isn't It Shocking?</i> (1973). Alan Alda and Louise Lasser star in this off-beat comedy/mystery about some corrupt murder in a small New England town. Made for television film directed by John Badham.
<b>3.30</b> <i>Royal Ascot</i> . Continued coverage of the first day of racing. <b>3.45</b> <i>The St James's Palace</i> Stakes. <b>3.50</b> <i>The Coventry</i> Stakes. Includes News and weather at 4.00.	<b>10.10</b> <i>Gardiff Singer of the World</i> . Second of the preliminary rounds feature performers from Hungary, Portugal, Iceland, Northern Ireland and Yugoslavia.
<b>4.20</b> <i>100 Great Sporting Moments</i> . Czech gymnast, Vera Caslavskia, in the 1950 Olympic Games (r).	<b>10.50</b> <i>Newslight</i> with Peter Snow. <b>11.30</b> <i>Weather</i> .
<b>4.40</b> <i>Open</i> . Four Magazine programme for the disabled and their families.	<b>11.40</b> <i>Royal Ascot</i> . Highlights include the King Edward VII Stakes.
<b>5.15</b> <i>The Water Margin</i> (r).	<b>12.00</b> <i>Open University</i> . Physics — Vibrations of Music.
<b>6.00</b> <i>Great Britain</i> . Mick Jagger talks about his band. Includes 1970-1980 archive footage (r).	<b>12.10</b> <i>Children's</i> .

ITV/LONDON

6.15 **TV-am** introduced by Caroline Righton and Richard Keys. Weather at 6.30 and 6.50; news at 6.30; exercise at 6.55.

7.00 **Good Morning Britain** with Jayne Irvin and Andy Morris. News at 7.30, 7.50, 8.00, 8.30 and 8.50; cartoon at 7.55; pop music at 7.55; Gyles Brandreth's Postbag at 8.25. After Nine includes fashion make-over with Merril Thomas and stiletto-rod exercises with Lizzie Webb.

9.25 **Thames News** followed by **Schools. Volcanoes. 9.50 Marketing a new product. 10.09 A Marine 11.28 Origins of China 10.48 Animal signal. 11.10 Flowers 11.27 Cyclical nature of life 11.44 Silverton Disaster.**

12.00 **Tickle on the Tum (r). 12.10 Relevance. Why do we need to go to work and some of the different jobs they do (r).**

12.30 **The Sullivan. Laurence arrives in Horsham.**

1.00 **News at One with Leonard Parkin. 1.30 Thames News.**

1.30 **Becker's Magic. Alex and Leonard try to catch a blackmailer. 2.30 Compulsion. Janice Long and Dr Richard Smith talk to people about the problems of compulsive drinking and challenge the idea that alcoholism is a disease. 3.00 That's My Dog. Canine quiz game.**

3.25 **Thames News. 3.30 The Young Doctors. Australian medical drama series about its staff and patients of the Albert Memorial Hospital.**

4.00 **The Giddy Game Show with Bernard Bresslaw. 4.10 Daniels. Cartoon series. 4.30 He-Man and the Masters of the Universe. 4.45 Splash tries wellie-throwing and taste-tests the latest soft drink from America. 5.10 Sweethearts. A celebrity panel show guesses who will be the three couples is telling the truth?**

5.45 **News.**

6.00 **Thames News.**

6.30 **The Roxy. Pop chart show presented by David Jensen and Kevin Sharkey.**

7.00 **Emmeline Pankett. Jack and Marian have to face the consequences of spending the night together.**

7.30 **Reporting Lewton. Magazine programme that covers the major stories in Thames area. Presented by Michael Barratt.**

8.00 **Highway to Heaven. Starring Michael Landon. Jonathan tries to enlighten the Rev David Stams.**

9.00 **Taggart. Final episode of the crime drama and Detective Chief Inspector Taggart is desperate. (r) (Oracle).**

10.00 **News at Ten followed by Thames News.**

10.30 **Witness On The Margin—Scenes. First of a four-part documentary series about everyday life and drama in a back street of Nottingham. (See Choice).**

11.30 **Film: The Investigator (1973). Murder thriller set in the French mountains near the Swiss border. Starring Alan Delon as the investigator looking for a brutal and apparently motive-less murder and Simone Signoret as the domineering mother of the two suspects. Directed by Jean Chapot.**

1.15 **Nashville Swing. Country music programme presented by Tom Brenner and Myrna Lorne this week features Tom & Myrna and Jennifer Ward.**

2.00 **News followed by Film: Killer by Night (1972). Made for television film starring Robert Wagner as the doctor searching for a diphtheria carrier. The Los Angeles police chief who is looking for a cop-killer is unhelpful until he realises they are the same person. Directed by Bernard McEvety. Ends 3.50.**

CHANNEL 4

<b>2-33</b>	<b>Rich Man, Poor Man.</b> Perennials episode of the American musical series based on Irwin Shaw's novel. Rudy marries Julie and his political career gathers momentum; Tom joins the merchant marines and finds a dangerous adventure. Starring Nick Nolte, Peter Strauss and Susan Blakesley (r).	<b>7-30</b>	<b>Comment followed by weather</b>
		<b>8-30</b>	<b>Breakade.</b>
		<b>9-30</b>	<b>Monopolizer.</b> Advice on the best way for a samor citizen to invest their money if they retransfer, what benefit is available for the parents of disabled children, and the best and cheapest way to change money if you're going abroad.
<b>4-15</b>	<b>Fine the Wari Our Museum</b> (r) 1939. Comedy about The Three Stooges search for a missing Egyptologist. Directed by Del Lord.	<b>9-00</b>	<b>The Jesse Owens Story.</b> Two-part American dramatization of the Olympic champion's life from his college days through his record-breaking career to his battle with the US Courts. Starring Dorian Harwood.
<b>4-20</b>	<b>Countdown.</b> Last of the quarter-finals with Stephen Baltimore versus Nigel Aspinen. Patrick Mower is in charge of the dictionary.	<b>10-45</b>	<b>Club MIZ.</b> Guests this week are reggae singer Maxi Priest and folk/blues singer Ted Hawkins. Presented by Smiley Culture and Grace Bailey.
<b>5-06</b>	<b>Benicachea.</b> Vintage American comedy series.	<b>11-10</b>	<b>After Image.</b> Visual arts magazine series including, tonight, Test Department, Nigel Coates and a cartoon from Brutel.
<b>5-30</b>	<b>Making the Most Of.</b> Limousine time pursuits: Amateur dramatics, wrapping presents	<b>11-35</b>	<b>Ask for Ruth.</b> The starlet s actress Estelle Getty, star of TV's <i>The Golden Girls</i> .
<b>6-00</b>	<b>Down Home.</b> Music documentary series presented by tidiole: Any Ban bys Cape Breton and Quebec (r).	<b>12-00</b>	<b>Don Juan Rehearsad.</b> Spanish TV comedy.
<b>7-00</b>	<b>Ch...</b>	<b>12-30</b>	

## TIONS

[illegible]

## Radio 4



ing rust,  
been  
I much  
ad or  
se any  
guaged by  
metal  
window  
s, locks  
it the  
er going

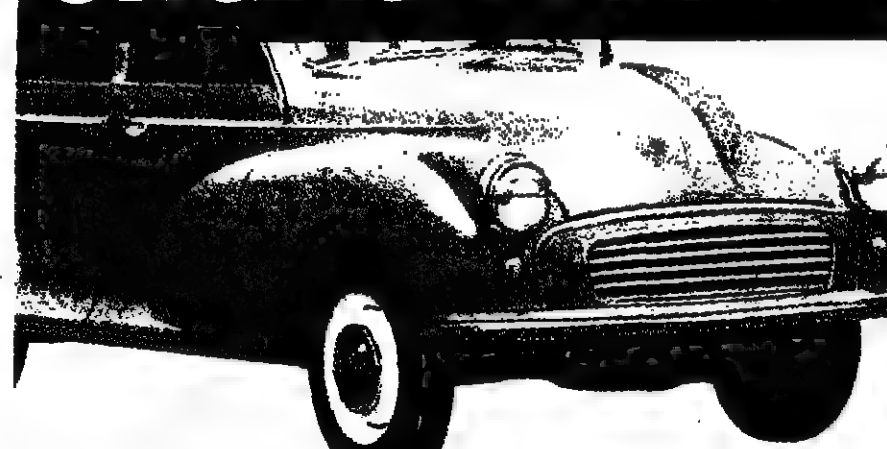
omation  
n below.  
ed Products  
A.

LF (long wave), (S) Stereo on VHF.  
5.50 Shipping 1.00 Stereo  
Weather: 6.10 Farming 6.25  
Prayer (s)  
6.30 Today, incl 6.30, 7.30,  
6.30 News 6.55, 7.55  
Weather: Travel 7.00, 6.00  
News 7.30 Letters 7.35,  
6.55 Sport 7.45 Thought  
for the Day  
6.45 The Amateur Emigrant by  
Robert Louis Stevenson  
The reader is Paul Young  
(2, 3, 5, 7) Weather: Travel  
6.00 News  
6.05 Call Nick Ross. 01-580  
4411. Lines open from 6.00  
and 6.00  
10.00 News: From Our Own  
Correspondent. Life and  
politics abroad  
10.30 Morning Story. The Ballad  
of Harmony Jackson by  
Robert Nesbet. Read by  
John Price  
10.45 Daily Service. New Every  
Morning, page 1 (s)  
11.00 News: Travel. Thirty Minute  
Theatre. Barber, Traveller  
and Bigwood by Bill Dare.  
With Nicky Hanson and  
Jeremy Clyde heading the  
cast as two school boys  
who meet every few years.  
Their main topic of  
conversation is a school  
mate who may, or may not,  
exist only in their  
imagination (see Choices)  
11.35 The Living World. The Wild  
Brooks of Amberley. David  
Stresser and Derek Jones  
explore this delightfully wild  
area of Sussex  
12.00 News: You and Yours.  
Consumer advice, with  
Susan Rae  
12.27 Brain of Britain 1987. First  
round: North West. The  
contestants are Philip  
McDonald, Harvey Cox,  
Michael Hazzard, and  
Charles Crosbie. The  
champion is Robert  
Robinson (s) 12.55  
Weather  
1.00 The World at One News  
1.40 The Archers. 1.55 Shipping  
2.00 News: Woman's Hour with  
Sonia Beasley. Includes an  
investigation by Jean  
Smedley into our sense of  
smell. Plus the third  
instalment of No More than  
Human, read by Maureen  
O'Brien  
3.00 News: The Afternoon Play.  
Coward of the Heart by Sam  
McBramley With Jane  
Laund and Christopher  
Scott heading the cast.  
Drama about the English  
Civil War. (s)

4.00 News  
4.05 In Business. Rodney Smith  
reports on company  
discipline  
4.30 Kaleidoscope. Last night's  
episode, repeated. Topics  
include the film Chronicle of  
a Death Foretold, and the  
Theater Guild production of  
For Queen and Country  
(including an interview with  
Christopher Selbie). Bruce  
Chisnall's book The  
Scorpines will also be  
discussed. (r)  
5.00 PM. News magazine  
5.50 Shipping forecast 5.55-  
6.00 Weather  
6.00 News: Financial report  
6.30 Trivia Test Match. Tim Rice,  
Wendie Russell, Richard  
Cribbins and Stephen Fry  
play a trivia game based on  
the rules of cricknet, umpired  
by Brian Johnston  
7.00 News  
7.05 The Archers  
7.25 Film on 4  
8.00 Travellers' Tales. Jeremy  
Siepmann on Luzzt the  
travelling virtuoso. (See  
Choice)  
8.30 20th Century Sax. Helen  
Boaden presents a montage  
about public attitudes to sex  
(6.00's) choice  
9.15 In Touch. For the visually  
handicapped  
9.45 Kaleidoscope. Tonight's  
topic: music. Jeremy's Ear  
(interview with Dusty  
Hughes) at the Royal Court  
in London; and the Almeida  
Festival  
10.15 A Book at Bedtime. The  
Love Child by Edith Oliver  
(2). Read by Lynn Fairleigh  
10.30 The World Tonight  
11.15 The Financial World Tonight  
11.30 Resurgam...I Will Rise  
Again. The strange story of  
a tiny steam-driven  
submarine now lying  
beneath Colwyn Bay, and of  
its inventor with Alan  
Rowwell as George Garrett,  
the ship's inventor.  
12.00 News: Weather. 12.33  
Shipping  
VHF (available in England and S  
Wales) and above: 0.00  
1.55-6.00 am Weather: Travel  
1.55-2.00 pm Listening Corner (s)  
1.55-5.55 PM (continued) 11.30  
Open University: 1.30 Open  
Forum: University magazine 1.50  
Recycling 12.30-1.10 Schools  
Night Time Broadcasting.  
Euro magazine (España) 12.30  
Social difficulties in Spain 12.50  
Interview with a news agency  
director

053kHz/285m; 1089kHz/275m; Radio 2:  
Radio 3: 1215kHz/247m; VHF 90-92.5; Ra-  
95; LBC: 1152kHz/281m; VHF 97.3; Capital  
Radio London: 1458kHz/206m; VHF 94.9;  
463m.

# ONCE IS ENOUGH



**Prime with Finnigan's No 1 and you need never worry about rust again.**

Finnigan's No 1 wipes out the menace of rust. It kills rust, primes and undercoats all in one. It converts surface rust into a tough anti-corrosive shield that keeps on killing rust, way after the topcoat has been applied. Which makes No 1 much more effective than red lead or red oxide. And you can use any kind or colour of topcoat.

**If you're being plagued by rust (on your metal**



T16/6/87/G



# MP urges action over soldier held in Sweden

By Richard Evans, Political Correspondent

The Foreign Office was under pressure last night to intervene in the case of a British army officer who has been held in solitary confinement in Sweden for almost 100 days.

Captain Simon Hayward, who serves in the Life Guards, was arrested in March after Swedish police found cannabis worth £500,000 concealed inside a car in which he was travelling.

The Swedish authorities are expected to make a decision tomorrow on whether to press charges of drug smuggling against Captain Hayward, aged 31. He has consistently maintained his innocence.

Other people arrested at the same time are said by Swedish police to have admitted their part in the affair.

Mr John Gort, the Conservative MP for Hendon North who has visited Captain Hayward in Sweden and raised his case in the Commons, said yesterday that he was seriously concerned that the officer would not get a fair trial.

Captain Hayward's physical and mental health was deteriorating.

Mr Gort, who has been refused permission by the Swedish authorities to make a second visit, yesterday wrote to Mr Tim Eggar, Under Secretary of State at the Foreign Office, detailing Captain Hayward's state of mind and urging the Government to take action.

"Whilst I accept that the Government cannot interfere with the judicial procedures of another country, I do not believe it would be right to leave matters as they stand without some official comment being made," Mr Gort said in his letter.

"I would be grateful if you

would express some measure of official dissatisfaction not only at the way in which a brave and loyal soldier of this country is being treated, but also at the cavalier fashion in which a British MP, who is anxious to see the highest standards of internationally agreed justice and treatment of detainees upheld, has been brushed aside on a speciously concocted pretext."

Mr Gort gave details of correspondence from Captain Hayward in which he referred to the "mind blowing" experience he was going through. "Just thinking about it makes my eyes water," Captain Hayward said in one letter.

The MP also said that after Captain Hayward had been seen by his mother she reported that her son was demoralized and seemed prepared to go to any lengths to see his period of solitary confinement brought to an end.

The officer's defence lawyer has expressed alarm at his client's condition and believes that ideas could easily be put into his head.

Mr Gort also complained at the way the Swedish authorities had refused him permission to make another visit to Captain Hayward, on the grounds that his original trip created a "controversy".

"I regard this manufactured 'controversy' as merely a smokescreen behind which the Swedish authorities are hiding, conduct which I have good reason to believe is contrary to the European Convention on Human Rights."

He also said that he could not find a reasonable explanation for the officer's friends and relatives other than his mother being denied permission to see him.

# Sir James joins the most exclusive club

## Callaghan receives an historic honour

By Robin Young

Ascot week got off to a head start yesterday when the tallest of post-war Prime Ministers took his place in one of the most exclusive clubs in the world.

Well-mannered women looked on in awe at the sight of a knight, plumed soldier, and bearded befeathered as Sir Leonard James Callaghan was installed as a Knight Companion of the Garter with what Elias Ashmole, the 17th Century antiquary, called "pompous solemnities".

Folk history has it that the Garter Order began when Joan, Countess of Salisbury, revealed her stockings at the court of King Edward III in 1348. More solemn chroniclers insist that the King was thinking of friendly support for something more vital than stockings when he instituted the order among his doughtiest champions before the battle of Crécy.

These days knights are by definition pillars of the State, but limited in number to 24 and appointed for life. They are often elderly and frail pillars of state, somewhat shaky on their pins.

Sir James, at least, still looked physically capable yesterday of taking some practical heed of the congregation's admonition that he follow the example of St George and "Lay aside the fear of man, be faithful even unto death, fight the wrong, and uphold the Sovereign's rule".

It is traditional that the Garter should be offered to former Prime Ministers on their retirement from politics, but until yesterday the only living Prime Minister in the order had been Lord Wilson of Rievaulx.

Sir James yesterday found himself the centre of more attention than he has had at any time since he fell in the Thames at last year's Parliamentary Regatta.

The Queen has generally avoided elevating new Knights Companion singly and Sir James was the first to receive such a singular honour since Lord Ashburton joined the ranks in 1969.

The Garter insignia includes a collar in gold and enamel, a badge, called the Great George; a breast star in silver, gold and enamel; a sash badge in gold, called the Lesser George; and a Garter of embroidered velvet which Knights wear just below the left knee.

In the unlikely event that his companions find it necessary to degrade Sir James in future - possibly because he is judged a traitor, proves not to be a gentleman of the blood, or so wastes his fortune that he can no longer afford to be a Knight - they would tear down his crest, banner and sword from the choir of St George's chapel and ceremoniously kick them out of the building. On yesterday's showing it would be rather a long job.



Sir James Callaghan in the robes of the Order of the Garter at the ceremony yesterday

# Blacks hesitant on offer by Ford

From Michael Hornsby

Black trade union leaders were reported yesterday to be hesitant about accepting what appeared to be a unique offer by Ford, the only US vehicle manufacturer still retaining a direct investment in South Africa, to donate most of its holdings here to its mainly black employees.

It was disclosed at the weekend that Ford was discussing with union chiefs a plan to put most of the 42 per cent it holds in the South African Motor Corporation (Samcor) into a workers' trust which would be represented on the Samcor board.

Union leaders were understood to be concerned about the viability of Samcor, which has only recently started to turn a small profit, and legal entitlement to severance pay or other compensation.

Samcor's managing director, Mr Spencer Stirling, said yesterday that the proposal was still at the negotiation stage. He called it "the best deal in history" for workers. Part of the company would "literally be given to the employees".

Samcor, a joint venture in which the remaining 58 per cent is owned by the Anglo American Corporation, has a manufacturing work force of 4,500, 70 per cent of whom are black, and 11,000 dealer-chain employees.

Under pressure to disinvest from its shareholders and the anti-apartheid lobby in America, Ford is seen to be trying to pull out of South Africa while retaining an outlet for its vehicles here.

WASHINGTON: Police repression and abuse of children rose under South Africa's second state of national emergency, with black children as young as 12 being beaten and tortured, according to study released yesterday (Reuters reports).

"The incidents of torture, arbitrary killing and unlawful imprisonment of children continue unabated," according to Children's Rights Apartheid, a report by the US branch of Defence for Children International (DCI), a Geneva-based human rights group.

Detained children reported they had been beaten with rifle butts, suffocated with wet nylon bags and suspended from ceilings by chains around the wrist and being spun in circles.

Although South Africa's state of emergency ended Saturday with the reported release of 800 black detainees, the report estimated more than 10,000 children had been held without trial since last June.

In response to the findings, Mr Chris Streeter, press counsellor at the South African Embassy here, said: "This is the biggest lot of rubbish I have heard on this earth... If they believe in statistics of 10,000 being detained and more than 1,000 children being shot by police, then I can say that this is only disinformation."

# French newsmen hope for Maxwell takeover

From Diana Geddes, Paris

The left-wing daily *Le Matin*, one of seven national newspapers in France, has appealed to readers for contributions to save it from threatened liquidation today.

Founded 10 years ago, *Le Matin* has faced increasing difficulties since the Socialists tried to turn it into a virtual party propaganda machine four years ago. M Paul Quilès, the former Socialist Defence Minister, chairs the holding group which owns the paper.

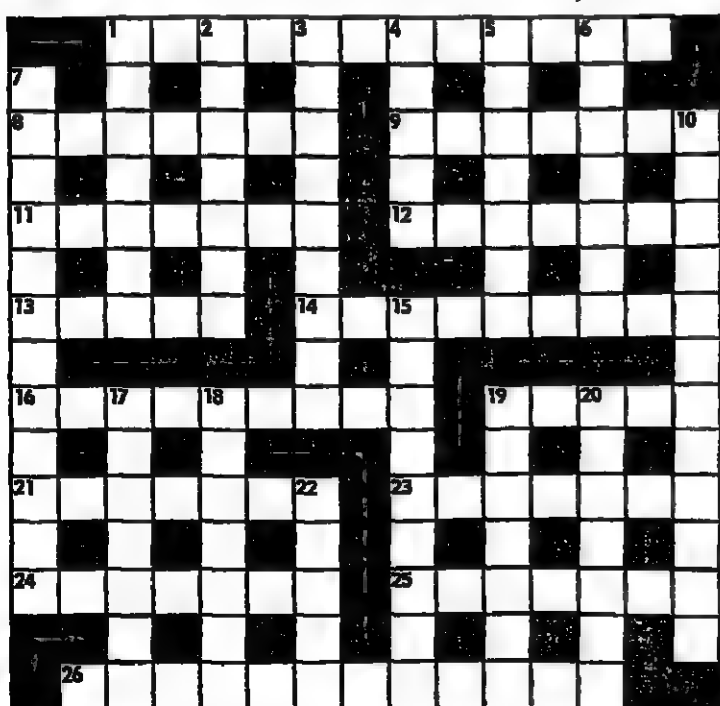
It suffered a deficit of £6.5 million last year on a turnover of £13 million and has been continuing to make an average loss of around £600,000 a month since the beginning of the year. Sales have slumped from a peak of 175,000 in 1982 to less than 80,000 today. Now 10 of the paper's

senior journalists are frantically trying to raise money to pay last month's salaries of £150,000 and keep the paper operating at least another week to save it from a bankruptcy ruling by the Paris Commercial Court today.

Prospects for *Le Matin* changed dramatically after Signor Giancarlo Pirelli, the Italian financier and head of Interpart, the Italo-Luxembourg group which owns a minority share in the paper, withdrew from takeover negotiations last week.

Journalists are hoping that a new financier, such as Mr Robert Maxwell, head of Pergamon Press, or M Francis Bouygues, head of the recently privatized TF1 television channel, may be persuaded to step in with a last minute takeover bid.

## The Times Crossword Puzzle No 17,384



### ACROSS

- 1 Instruction manuals include an article "How to fiddle" (4,3,5).
- 2 Desert people struggle to live (3,4).
- 3 Foot-rest can be used in wrestling (3,4).
- 4 Chap takes one drink (7).
- 5 Russian leather or Indian? (7).
- 6 The main part of a viva voce answer (5).
- 7 Turning pale, Peter and Jonathan's bearers (5,4).
- 8 Make bride more elaborate (9).
- 9 Bags birds (5).
- 10 Peter, perhaps - a good man to be among the staff (7).
- 11 What you may find in a church, burning away (7).
- 12 Germanophobia reported by a number? (7).
- 13 Lover of the game makes a final move, and the game's over (7).
- 14 Nag heads a novel order to stay calm (4,4,4).

### DOWN

- 1 A group having somewhere to return to on a lake (7).
- 2 Take no part in speech (7).
- 3 Saurian head (3,6).
- 4 It keeps things warm for a Cockney, one who will... (5).
- 5...devour stew - 'e's late (7).
- 6 Critic demanding entrance at the door (7).
- 7 The easy way to perm hair? With some people's heads, it's complicated (8,4).
- 8 What Midas had, so some say, for ages (7,5).
- 9 Resistance fighters need weapons (9).
- 10 Colour that's one useful in the home (7).
- 11 Rocks that appear to be not in a cleft (7).
- 12 Cleared out and let the other side in (7).
- 13 On watch below entrance to cargo hold (7).
- 14 Viewed from the back, police college has no roof (3,2).

Complete Crossword, page 15

## WEATHER

A showery northwest airflow covers the United Kingdom. Parts of England and Wales will have a misty or foggy start, with the mist soon clearing to join all other areas in a day of broken cloud and showers. However, the far northwest will become cloudy with persistent rain for a time. Showers in eastern England will become heavier in places during the afternoon, while in northeast Scotland any showers will be well scattered. Outlook for tomorrow and Thursday: Remaining unsettled with showers or longer periods of light rain or drizzle.

### ABROAD

MONDAY: c, cloud; d, drizzle; f, fog; g, fog; h, haze; i, rain; s, sun; sh, shower; t, thunder.	C	F
Algeria	22-27	72-81
Amman	20-24	68-75
Alexandria	20-24	68-75
Algiers	20-24	68-75
Antwerp	15-19	59-66
Athens	20-24	68-75
Bahia	20-24	68-75
Barcelona	20-24	68-75
Berlin	15-19	59-66
Bombay	20-24	68-75
Buenos Aires	15-19	59-66
Calcutta	20-24	68-75
Cairo	20-24	68-75
Cardiff	15-19	59-66
Chennai	20-24	68-75
Copenhagen	15-19	59-66
Cyprus	20-24	68-75
Dublin	15-19	59-66
Edinburgh	15-19	59-66
Geneva	15-19	59-66
Hong Kong	20-24	68-75
London	15-19	59-66
Lyons	15-19	59-66
Madrid	20-24	68-75
Moscow	15-19	59-66
Munich	15-19	59-66
Nairobi	20-24	68-75
Paris	15-19	59-66
Rangoon	20-24	68-75
Rome	15-19	59-66
Singapore	20-24	68-75
Tokyo	20-24	68-75
Yokohama	20-24	68-75

### AROUND BRITAIN

Sun Rain	Mon	Tue	Wed	Thurs
London	15-19	59-66	15-19	59-66
Edinburgh	15-19	59-66	15-19	59-66
Belfast	15-19	59-66	15-19	59-66
Cardiff	15-19	59-66	15-19	59-66
Manchester	15-19	59-66	15-19	59-66
Newcastle	15-19	59-66	15-19	59-66
Nottingham	15-19	59-66	15-19	59-66
Sheffield	15-19	59-66	15-19	59-66
Sunderland	15-19	59-66	15-19	59-66
Wolverhampton	15-19	59-66	15-19	59-66
Wrexham	15-19	59-66	15-19	59-66

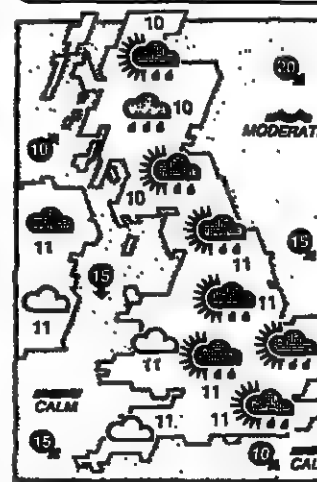
### HIGH TIDES

TODAY	AM	PM
London	15:27	18:15
Edinburgh	15:16	18:03
Belfast	15:14	18:01
Cardiff	15:11	17:58
Manchester	15:08	17:55
Newcastle	15:05	17:52
Nottingham	15:02	17:49
Sheffield	14:59	17:46
Sunderland	14:56	17:43
Wolverhampton	14:53	17:40
Wrexham	14:50	17:37

### THE POUND

Bank	Bank	Bank
Australia	2.175	2.055
Belgium	2.175	2.055
Canada	2.175	2.055
Denmark	2.175	2.055
France	2.175	2.055
Germany	2.175	2.055
Italy	2.175	2.055
Japan	2.175	2.055
Netherlands	2.175	2.055
Portugal	2.175	2.055
Spain	2.175	2.055
Sweden	2.175	2.055
Switzerland	2.175	2.055
USA	2.175	2.055
Yugoslavia	2.175	2.055

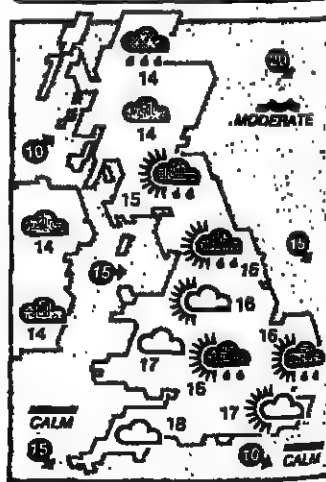
## AM



### LIGHTING-UP TIME

London 5.50 pm to 4.15 am  
Bristol 5.50 pm to 4.23 am  
Edinburgh 10.31 pm to 3.55 am  
Manchester 10.10 pm to 4.09 am  
Penzance 10.04 pm to 4.02 am

## PM



### LONDON

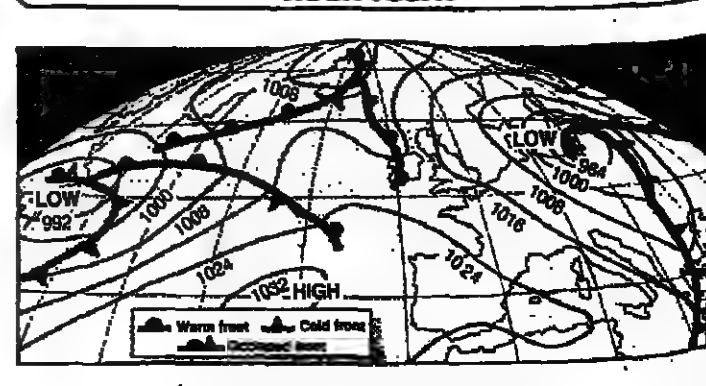
Yesterday: Temp: max 6 am to 6 pm, 17°C (63°F); min 6 pm to 6 am, 10°C (50°F).  
Rain: 24 hr, 1.5 in. Sun: 24 hr, 1.5 in.  
1,000 mbars = 29.92 in.

### YESTERDAY

Temperatures at midday yesterday: c, cloud; f, fog; h, haze; i, rain; s, sun; sh, shower; t, thunder.	C	F
Belfast	13-15	55-59
Edinburgh	12-14	54-57
London	11-13	52-55
Manchester	11-13	52-55
Newcastle	11-13	52-55
Nottingham	11-13	52-55
Sheffield	11-13	52-55
Sunderland	11-13	52-55
Wolverhampton	11-13	52-55
Wrexham	11-13	52-55

### MANCHESTER

Temperatures at midday yesterday: c, cloud; f, fog; h, haze; i, rain; s, sun; sh, shower; t, thunder.	C	F
Belfast	13-15	55-59
Edinburgh	12-14	54-57
London	11-13	52-55
Manchester	11-13	52-55
Newcastle	11-13	52-55
Nottingham	11-13	52-55
Sheffield	11-13	52-55
Sunderland	11-13	52-55
Wolverhampton	11-13	52-55
Wrexham	11-13	52-55



Information supplied by London Weather Centre



Executive Editor  
Kenneth Fleet

## STOCK MARKET

FT 30 Share  
1786.6 (+18.7)  
FT-SE 100  
2307.6 (+18.1)Bargains  
58291 (69647)USM (Datastream)  
188.21 (+2.84)

## THE POUND

US dollar  
1.6310 (-0.0230)W German mark  
2.9782 (-0.0089)Trade-weighted  
72.9 (-0.5)WPP set  
to lift  
JWT bid

WPP Group, in an attempt to deliver a knockout punch in its bid for the JWT advertising agency, yesterday offered to increase the value of its offer from \$45 a share to \$50.50.

The new proposal would value JWT at \$515 million (£312 million) against the \$460 million tag put on the New York agency by the first bid from WPP, which is valued at about \$134 million on the London stock market.

The new bid is conditional on immediate recommendation by the JWT board. The move was seen as an attempt at a quick kill by Mr Martin Sorrell, the former Saatchi & Saatchi executive.

## \$5.9m profits

Chamberlain Phipps, the adhesives to shoe components manufacturer, reported pretax profits up 15 per cent to \$5.9 million for the year to March 31. Turnover, up 9 per cent to £106 million, went above £100 million for the first time. The dividend was raised 17.3 per cent to 4.75p. *Tempus, page 26*

## Shipley gains

Brown Shipley Holdings, the merchant banking group, had post-tax profits after extraordinary items for the year to end-March of \$3.4 million. Earnings per share rose 21 per cent to 25.9p, while £10 million was written off against shareholders' funds for goodwill in the purchase of three stockbroking firms. The full dividend rises to 10p. *Tempus, page 26*

## SUMMARY

## STOCK MARKETS

New York  
Dow Jones ..... 2384.42 (+18.69)  
Tokyo  
Nikkei Dow ..... 25758.44 (-137.83)  
Hong Kong  
Hang Seng ..... Market Closed  
Amsterdam Gen ..... 295.1 (+5.2)  
Sydney: AO ..... 1818.8 (-9.2)  
Frankfurt  
Commerzbank ..... 1783.8 (+27.8)  
Bavaria  
General ..... 4853.3 (+47.7)  
Paris: CAC ..... n/a  
Zurich: S&K Gen ..... n/a  
London: FT. A ..... n/a  
FT. Gilt ..... 92.04 (-0.66)  
Closing prices  
Recent issues  
Page 28  
Page 30

## MAIN PRICE CHANGES

RISERS:  
Lucas ..... 672p (+10p)  
Royal Insurance ..... 452p (+24p)  
Tele & Lytle ..... 888p (+24p)  
Ricardo ..... 178p (+22p)  
Westbury ..... 230p (+13p)  
Briton ..... 230p (+13p)  
Frank Gases ..... 290p (+85p)  
Southern Stadium ..... 812p (+42p)  
Assoc. Fisheries ..... 242p (+22p)  
AJ Leas ..... 235p (+45p)  
A & C Black ..... 480p (+65p)  
Auk & Wiborg ..... 390p (+45p)  
Century Oil ..... 345p (+18p)  
A B Ports ..... 608p (+22p)  
Reuters ..... 834p (+30p)  
Brookmount ..... 730p (+30p)  
Marine Dev. Group ..... 404p (+22p)

FALLS:  
Consolidated Gold ..... 1034p (-28p)  
WPP Group ..... 1099p (-14p)  
OE Health ..... 473p (-10p)  
Prices are as at 4pm

## INTEREST RATES

London: Bank Base: 9%  
3-month interbank 8 1/2%-8 3/4%  
3-month eligible bills: 8 1/2%-8 3/4%  
US Prime Rate 8 1/4%  
Federal Funds 6 1/4%  
3-month Treasury Bills 5.58-5.57%  
30-year bonds 108 1/2-103 1/2

## CURRENCIES

London: New York  
£: \$1.6310  
£: DM1.8270  
£: Sfr2.4689  
£: FF9.3328  
£: Yen144.85  
£: Index: 72.9  
ECU £0.779804

## GOLD

London Fixing:  
AM \$450.35 pm \$449.75  
close \$449.90-450.00 (£275.50-276.00)  
New York  
Comex \$448.90-449.40

## NORTH SEA OIL

Brent (July) pm \$18.75bbl (\$18.70)  
\* Domestic latest trading prices

See Summary 26 Commodities 28  
Stock Market 26 USM Prices 28  
Tempus 26 Share Prices 29  
Wall Street 26 Co News 30  
Comment 27 Money Markets 30  
City Diary 27 Foreign Exch 30  
Unit Tracts 27 Traded Ops 30

\*\*\*\*\*

## Result puts airports authority on course for sale to private sector

## BAA lifts profits to £124m

By Edward Townsend, Industrial Correspondent

BAA, formerly British Airports Authority, yesterday announced pretax profits of £124 million for 1986-87 and confirmed its privatization pathfinder prospectus would be published on Monday.

The profit, which was £2 million up on the previous year, was achieved despite a first-half dip caused by passenger fears about terrorism and the fall in traffic following the Chernobyl disaster.

Full details of the privatization are to be announced on Monday by Mr Paul Channon, the new Secretary of State for Transport, including the date in July for the flotation.

Sir Norman Payne, the BAA chairman, yesterday attempted to dispel fears that European Commission plans to abolish duty-free sales within the European Economic Community by 1992 would hit BAA profits.

The company relies on its commercial activities, including its duty-free shop concessions and other rents, for profits. Last year, these recorded a profit of £131.4 million against a loss of £35.4 million on aircraft and passenger fees.

Sir Norman said that since the rumours of duty-free abolition began, BAA had expanded its other commercial activities. "However, we are by no means certain that the original plan for the elimination of fiscal frontiers issued by the EEC, effective from 1992, will in effect take place."

Abolition of duty-free sales was a fiscal matter and would require unanimity in the Council of Ministers. "We

Tempus ..... 26

think it is unlikely and, if it is ever to take place, will be much later than 1992."

Sir Norman, who yesterday handed over much of the executive responsibility for running the company to Mr Jeremy Marshall, the former Hanson Trust executive who is now BAA's chief executive, said the company planned to spend £850 million over the next five years on a number of projects.

These include completion of the North Terminal at Gatwick early next year, refurbishment of Heathrow's Terminal Three by the end of

the decade, continuing development of Stansted and a "steady programme" of replacement and refurbishment throughout the seven airports. BAA owns the Scottish airports of Glasgow, Edinburgh, Prestwick and Aberdeen as well as the South-east airports.

Sir Norman said the company had performed well in the last year at a time when other parts of the aviation industry had suffered from a severe downturn in business.

"The fact that we have managed to ride out this problem and bring a major terminal on stream and show a profit is a very creditable performance which should command interest from potential investors."

During the year, BAA saw a 3.7 per cent growth in passenger traffic, with a total of 55.3 million passengers using the seven airports. Total revenue rose by 10.9 per cent to £439 million while operating costs went up by 11.2 per cent to £348 million, largely because of the opening of Terminal Four at Heathrow.



Sir Norman: "Creditable performance should command interest from potential investors"

Top OFT  
official  
in insider  
inquiry

By Our City Staff

The government inspectors investigating insider dealing by civil servants have been given the name of a senior official at the Office of Fair Trading believed to have passed price-sensitive information to a dealing network.

Two witnesses have named the same official in interviews on oath with the inspectors. The official concerned has not been suspended but is believed to have been questioned informally.

The government inspectors have already said they believe two separate insider dealing rings may have operated, feeding from information supplied by two civil servants.

They claim to have uncovered evidence implicating a junior official at the OFT. She is a secretary and denies any involvement. Her brother, Mr Jonathon Greenwood, left the country shortly after the DTI inquiry began last September and is believed to be living in Israel. In an interview with *The Times*, he denied receiving price-sensitive information from his sister.

The inspectors are now trying to penetrate the alleged second insider dealing ring.

## \$4.5m issue

Task Force has conditionally agreed to buy Bertram Personnel Group for up to £4.5 million, depending on results. Task Force will issue 2,023,900 new shares to be placed at 222p, subject to shareholders' rights to apply for the new shares.

## BICC buy

BICC has acquired the Derby-based housebuilder David M Adams Developments for £3.45 million in a cash deal placed over three years. Adams has substantial residential land in the Derby area and also has land in Surrey.

Williams agrees  
£285m Reed buy

By John Bell, City Editor

Williams Holdings, the conglomerate run by the accountants Mr Nigel Rudd and Mr Brian McGowan, has agreed to buy Crown Paint and Polycell, two leading names in the do-it-yourself business, from Reed International for £285 million.

The deal comes just six weeks after Williams' ambitious management team narrowly failed to win control of Norcross Group in a bitter £570 million takeover battle.

The cash acquisition is being financed by a conditional placing of shares which will expand Williams' capital by almost 75 per cent. The shares are being offered at 78p, compared with the 63p at which Williams equity was suspended pending completion of the purchase.

Reed International's paint and do-it-yourself division includes General Paint, the market leader in paint and decorative products in western Canada, plus a number of companies making adhesives and other do-it-yourself products in the US. Crown Paint has about 15 per cent of the British market. The Reed do-it-yourself companies operate throughout the Continent as well as in Britain.

The Reed companies made trading profits in the year to end-March of £2.5 million on sales of £308 million. The disposal is in line with Reed's policy of concentrating on publishing paper and packaging. The division has 25 factories employing about 5,000 people.

Institutional shareholders were enthusiastic about the deal, which fulfils much the same corporate objective as the abortive bid for Norcross. Mr Rudd said: "It continues our policy of buying household brand names and here we have two of the best."

"It also fulfils our aim of a strategic presence in North America and Europe, where the distribution outlets will significantly benefit our British manufacturing activities."

Analysts say the deal will involve no earnings dilution in the current year, while the James Capel team believes there will be a modest earnings enhancement initially.

Capel forecasts profits of £50 million in the current year with £80 million in the following 12 months.

The City view is that Williams is building an impressive portfolio of do-it-yourself brands, adding Crown and Polycell to its Rawlplug and Swish ranges.

Sterling  
tumbles  
over  
2 centsBy David Smith  
Economics Correspondent

The pound and government stocks fell sharply yesterday, as foreign inflows into London on consideration of the general election result failed to materialize.

The pound fell by 2.38 cents to \$1.6310 against a stronger dollar, and dropped 1.2 pence to DM2.9778. The sterling index fell by 0.5 points to 72.9.

Dealers said the pound was hit by a rally for the dollar and the Bank of England's reluctance to allow sterling to rise above the DM3 level.

Government stocks fell by up to 1 1/2 points at the long end, as hopes of an early reduction in base rates faded. In the money markets, the three-month interbank rate rose by 1/4 points to 8 1/4-8 1/2 per cent.

Gilts were also hit by the Government's apparent reluctance to join the European Monetary System at an early date, analysts said.

After attending the EEC finance ministers' meeting in Luxembourg yesterday, Mr Nigel Lawson, the Chancellor, said that while the election had removed a barrier to EMS entry, the Government's position on membership was unchanged.

There was also concern about the money supply figures to be published on Thursday and the fact that the last two sets of inflation figures have been worse than market expectations.

"Profit-taking in sterling, explosive growth in credit and worries over inflation may well mean that the next move in base rates will be upwards," said Mr Stephen Lewis, director of economic research at Phillips & Drew, the broker.

The dollar rose against all currencies yesterday, gaining 2 pence to DM1.8260 and rising from Y143.65 to Y144.35.

The dollar was helped by comments by Mr Kiichi Miyazawa, the Japanese Finance Minister, who said all participants at last week's Venice economic summit were agreed the US currency had fallen far enough.

There was also some follow-through buying on the US trade figures, which showed a narrowing of the trade deficit to \$13.3 billion (£8 billion) in April. But analysts do not believe the dollar has embarked upon a sustained recovery. Further pressure on the dollar is expected in the absence of new policy initiatives by the leading economies.

Spending slump points  
to shop sales plateau

By Our Economics Correspondent

The volume of retail sales slumped by 3.3 per cent last month, reversing the sharp rise recorded in April. The figures, taken with earlier data, point to a flattening out in retail trade.

The weekly value of sales fell to £1.815 million last month, from £1.900 million in April.

Spending in the shops was hit by uncertainties about the outcome of the general election and by the poor weather which delayed summer clothing purchases, the Retail Consortium said.

Even so, these factors should have been offset by the potential boost to sales arising

from the May 1 reduction in mortgage rates, and that the Budget reductions in income tax were finding their way into pay packets and salary cheques last month.

"These were a disappointing set of figures, no doubt about it. It is all the more disappointing because mortgage rates were down and income tax was reduced," Mr Richard Weir, director general of the Retail Consortium, said.

The index of retail sales volume fell to 125.7 (1980 = 100) last month, from 130 in April. Officials at the Department of Trade and Industry said that the sharp April rise in

sales appeared to have been an aberration, arising from the difficulties of adjusting for seasonal changes in spending around Easter.

Taking the latest three months' figures, the picture is of a flattening out of sales since the end of last year, in line with the general slowdown in consumer spending which has occurred in spite of strong growth in real incomes.

In the March-May period, sales were 1 per cent up on the previous three months, which included a weather-affected January, and broadly in line with the average for the fourth quarter of last year.

There was an unexpectedly sharp improvement in employment in May with further increases expected, especially by retailers. In coming months, the survey said, in February on balance 18 per cent of distributors were employing more than a year before but by May this proportion had jumped to 41 per cent, the highest figure since the survey began in 1983.

## Henderson rises to £26.4m

By Carol Ferguson

A raging bull market and a fine investment record gave Henderson Administration, the fund manager, a very good run last year.

But Mr Ben Wrey, deputy chairman and joint managing director, gave warning yesterday that the current year "may prove to be more a year of consolidation".

The upgrading of the group's information and ac-

counting systems will be completed this year, a period which will also bear the cost of moving to a new head office building. Much of the cost will be capitalised, but the computer software and the head office move will be charged to the profit and loss account.

Pretax profits to March 31 were up 54 per cent to £26.4 million, and earnings per share rose 62 per cent to 80.44p. The dividend was doubled to 25p net.

Funds under management advanced by 63 per cent to just above £7 billion. Mr Wrey said the firm took on 45 new pension funds worth more than £900 million, the biggest of which was a £350 million piece of the Unilever pension fund, the biggest-ever single pension fund taken on by the group.

## Bank warns of dangers in deregulating financial markets

## BIS urges greater supervision

By Richard Thomson  
Banking Correspondent

The Bank for International Settlements, based at Basle, Switzerland, has called for greater international co-operation in financial supervision to cope with deregulation in banking and capital markets.

In its annual report published yesterday, the BIS said that while progress had been made in international co-ordination of banking supervision, similar agreement on securities market supervision remained a "remote prospect".

Regulation of securities markets in most countries was not undertaken by central banks, and existing systems were only concerned with investor protection. They were not designed to cope with developments such as 24-hour securities dealing or the blurring of distinctions between commercial banking and securities operations, which have produced new kinds of risks.

In addition to urging greater international co-operation, the BIS called on Japan and the US to review laws separating commercial banking and investment banking functions.

The areas of competition between commercial and investment banks already overlap more than ever before. But they are forced to compete unequally

because commercial banks often have to satisfy stiffer regulatory requirements than securities houses. A better system would be to allow financial houses to choose their own areas of operation. In that case, an amended structure of supervision based on market function would need to be set up, the report said.

The BIS also gave a warning that liberalization of financial markets produced significant potential dangers for the banking system and the real economy.

In its annual report, the BIS says the outlook for the world economy is "less auspicious." It cites growing protectionist pressures, a slowdown in world growth and the difficulties of stabilizing the dollar as the reasons. The dollar could have further to fall, the report says, if fiscal policy action by Japan, West Germany and the US proves insufficient. It also detects "signs of fatigue" in the international debt strategy.

The BIS also gave a warning that liberalization of financial markets produced significant potential dangers for the banking system and the real economy.

At the same time, the growth in securities carries the danger that the market in many debt instruments may become illiquid, as happened last year in

the Floating Rate Notes market. Institutions could also have problems with underwriting and market-making in securities, especially if they are inexperienced and undercapitalized. The failure of a big market-maker could have a knock-on effect with other institutions and possibly other markets.

The growth of securities has had wider economic effects by making company takeovers easier. By weakening the traditional links of borrower and banker, securitization has put the ownership of companies in the hands of institutional investors who take a shorter-term view and have less loyalty to the government.

Deregulation has, however, brought immediate benefits both to market operators and users. Although deregulation such as Big Bang has increased the danger of greater market volatility, it has meant a lower cost of funds for borrowers and higher returns for lenders as margins charged by banks have been squeezed. Lower transaction costs have also made the markets more efficient for users, while a greater range of financial instruments has helped the separation, hedging and spreading of risk.

Liberalization has permitted a diversification of sources of income for banks, making them more stable while multiplying the sources of credit for borrowers.



# HENDERSON

## ADMINISTRATION GROUP plc

Results for the year to 31st March 1987

	1987	1986	
Profit before tax in £000	26,444	17,165	Up 54%
Earnings per ordinary share in pence*	80.44	49.62	Up 62%
Dividends per ordinary share in pence	25.00	12.50	Up 100%
Net assets in £000	37,546	25,858	Up 45%
Funds under management in £million	7,027	4,308	Up 63%

\*Earnings per ordinary share are shown before transfer to initial charges equalisation reserve.

"Our aim is to be in the forefront of those investment management groups which can demonstrate an ability to serve the international marketplace."

J R Henderson, Chairman

Copies of the Annual Report may be obtained from the Company Secretary, Henderson Administration Group plc, 26 Finsbury Square, London EC2A 1EM.  
The above figures are extracted from the accounts of the Group on which the auditors have given an unqualified opinion. The accounts will be filed with the Registrar of Companies.

HENDERSON THE INVESTMENT MANAGERS







## Australian invader who takes no salary

By Michael Tate

A Goldberg & Sons, the Scottish stores group, is the latest British quoted company to feel the physical presence of Mr Russell Goward's Charterhall on its share register.

Barely a week has gone by in the last three months without Charterhall announcing share purchases in young companies like Trifon, the broadcasting service group where it has 26.53 per cent, and Allebone & Sons, the shoe group in which it has 15.8 per cent. Last Thursday it unveiled a 5.2 per cent stake in Goldberg.

This portfolio is in line with Mr Goward's ambition of shifting half of Charterhall's assets away from the oil sector.

Mr Goward took control of Charterhall a year ago this month when his Australian oil and gas investment company, Westmax, pumped in £9.6 million in return for a 53.2 per cent stake.

The Charterhall chairman is a slim Australian aged 33 who looks as if he would be as comfortable on a surfboard as in a boardroom.

He is, however, single-minded in his approach to investment. He has more than 3,000 books on the subject in his Sydney home and says he has read the lot. His career has been meticulously structured. Jobs with the Australian Treasury and Hill Samuel (Australia) taught him the basics for his key move — a job with Mr Ron Brierley's Industrial Equity (IEL), one of the biggest and most successful investment groups in the Southern Hemisphere.

Mr Brierley employed him in 1983, after he offered to work six months for nothing, and swiftly appointed him chief executive of the property division. He still draws no salary from Charterhall and lives comfortably on his investing profits.

He left IEL two years later and used his profits to buy into Westmax.

Mr Goward admits to have learned much from Mr Brierley but insists his investment approach is different. "Ron Brierley buys 'death' companies — asset situations," he says. "I go for adolescent companies, with good prospects that have not been recognized by the market."

His plans involve the acquisition of strategic stakes in such companies, perhaps nine or ten businesses by the end of this year. He says: "But I am not building an investment trading company. I want a core to the group."

## Pressure grows over £265m plan to boost Wytch Farm output

By David Young, Energy Correspondent

The new minister responsible for the oil industry will come under pressure from the independent oil companies to decide whether the largest onshore oil field in the country is to be allowed to increase its output tenfold.

The recommendations of a planning inspector into the proposal to connect the Wytch Farm field near Poole harbour to a BP oil terminal on Southampton Water by a 75-kilometre (47-mile), 16-inch pipeline is now with the Department of Energy, awaiting publication by Mr Cecil Parkinson, the new Secretary of State for Energy.

Approval of the pipeline would have to be followed by the Department granting BP Annex B approval to develop the field in a £265 million scheme.

The established wells,

which pump out 6,000 barrels a day now being taken away by rail, will be supplemented by 46 new wells drilled from present sites into the new reservoir discovered beneath the existing field.

The field contains 30 million barrels from the Bridport reservoir and another 200 million from the deeper Sherwood reservoir and, with output costs considerably lower than from a North Sea oil field, the project could be extremely profitable for BP, which owns 50 per cent of the field, and the consortium of smaller oil companies which owns the other half.

It is the smaller companies that are more anxious to see the field developed. For BP, although the project will be very profitable, it will not represent a high proportion of income.

Annex B approval would come from the Department of Energy in a matter of days after any favourable decision on the pipeline was announced.

However, the project still has a third hurdle to overcome before the expansion can go ahead. BP is in dispute with one of the big landowners over the project over the remuneration which should be paid for site access and the High Court is expected to make a ruling on this issue shortly.

Approval for the project would have an immediate effect on the earnings and the share price of the smaller companies, such as Premier, Clyde, Tricentral and Carless Capel, which formed the consortium to buy out the last of the big landowners, Wytch Farm Gas originally held and which the Government ordered to be sold off.

## Charter in £38m stake sale

By Colin Campbell

Charter Consolidated, in line with its policy of backing out of "passive" investments, has sold its 13.8 per cent stake in Malaysia Mining Corporation for £38 million.

Charter has been associated with Malaysia for several decades. It previously held direct stakes in various tin mining operations and was responsible for their management, before the formation of Malaysia Mining Corporation in the 1970s by the Kuala Lumpur authorities.

The 13.8 per cent MMC stake continued to give Charter indirect interests in tin mining, and additionally a stake in diamonds through



Neil Clarke, 'hands on' approach to investments

Ashton Mining, which in turn has a significant holding in the Argyle diamond venture in Western Australia. MMC, however, has suffered due to the 1985 collapse of the world tin market, although Charter Consolidated, of which Mr Neil Clarke is managing director and chief executive, will still clear a profit over its original investment.

The sale will release substantial capital on which the return is at present, giving Charter additional financial strength to back its more direct interests. Group policy in recent years has been to adopt a "hands on" approach to its investments.

The surplus from the MMC sale will be accounted for as an extraordinary profit in the accounts for the year to March 1988.

## Freshbake serves up £6.6m

Freshbake Foods Group, after making adjustments for the acquisition of Slaters Foods Products and Wold, made pre-tax profits of £6.6 million for the year to April 4, compared with a £1.04 million loss, on turnover up from £149.6 million to £169.5 million. The final dividend rises from 1.3p to 1.6p.

Sales at Freshbake and Slaters grew 20 per cent in the full year, but Wold's sales fell due to lower pea prices. Freshbake shares were 5 1/2p higher at 177 1/2p.

## Agency in bid to boost Scottish businesses

The Scottish Development Agency is launching a concerted attempt to stir entrepreneurs and investors' entrepreneurial spirit.

The agency believes there is an untapped market in privately-run business centres and is providing office facilities and flexible rent and lease terms for new companies.

About 100 potential centre operators gather in Glasgow today for a one-day seminar. They will hear from operators in England, as well as banking and SDA specialists.

Privately-run business centres do exist in Scotland but new business growth is far less than in England. There were 38,500 firms started in Scotland between 1980 and 1983 and 32,600 closures, giving a growth rate of 6.3 per cent. This compares with 8.3 per cent in the UK as a whole.

Mr Stuart Gulliver, head of SDA property development, estimates that by 1990, 20 more business centres could be set up in Scotland, with the facility to create 800 companies and up to 2,000 jobs.

## Profits lift to £6.9m at Alexon

By Michael Tate

Alexon Group, the renamed and re-shaped Steinberg Group with 160 retail outlets, is no longer dependent on Marks and Spencer for the bulk of its profits and the growth rate has surged.

Pretax profits in the year to end-March leapt from £3.46 million to £6.91 million, lifting earnings per share from 16.3p to 22.9p. The final dividend was raised to 4p a share, making 6p for the year against 3.25p.

Alexon manufactures women's clothing. It sells 50 per cent to Marks and Spencer, with the rest being sold through its own shops and concessions in the US, Britain and the Continent. The company, having sold its loss-making venture into bowls and beakers with Hornsea Pottery, has more cash available for expansion.

Borrowings, more than £5 million two years ago, have been wiped out and shareholders' funds stand at £17 million. The group will spend £4 million this year on new shops and refurbishment.

## £2.5m for lager push by Allied

By Derek Harris

Lowenbrau, recently judged the champion draught lager in Britain, is to be given a £2.5 million promotional push by Allied-Lyons, the brewing and food group, which produces the German lager under licence in Wrexham.

The boost comes as competition is growing fiercer among premium lagers which represent the fastest growing sector in the beer market.

Harp Premier is the latest entrant, launched by the Harp Lager Company, backed by a consortium of brewers that includes Guinness. The Premier brand is a repackaging of Harp Export which has been sold abroad for more than 20 years.

The Lowenbrau promotion, through television, poster and other media advertising, includes two television commercials by Mr Ridley Scott, the director of films like *Alien* and *Blade Runner*, who usually takes on only one television commercial each year.

Lager, which has 46 per cent of an otherwise sluggish beer market, is expected to account for more than half total sales within a year.

Premium lager accounts for 15 per cent of draught lager sales.

## COMMENT Kenneth Fleet

### The City pauses for recessionary thinking

Like the small boy who gets what he wants on his birthday, but is then determined to sulk through the party, both sterling and the gilt market have remained oddly unsmiling since the early hours of Friday morning. The wave of money ready to flood into London from overseas given a Thatcher victory has proved, so far, to be no more than a trickle. The next reduction in clearing bank base rates, which have stood at 9 per cent since May 8, suddenly looks no closer than at the time when the Kinnoch campaign and fluctuating public opinion polls suggested that the City might not get the election outcome it wanted.

The gilt market was down by 1 1/2 points at the long end yesterday. The yield on Treasury, 11 1/2 per cent, 2003/07, is nudging up towards 9 per cent again, rising to 8.94 per cent yesterday.

The proximate cause of the gilt market's blues was the uncertain performance of sterling. This, in turn, was mainly due to a rather surprising dollar rally. But the market is vexed by a deeper concern, going beyond the 3.3 per cent fall in May in the volume of retail sales announced yesterday: perhaps the economy is heading for a bumper ride than any one seriously contemplated in the run-up to and in the immediate aftermath of polling.

Certainly, a reading of the annual report of the Bank for International Settlements does nothing to dispel such doubts. The outlook for the world economy is "less auspicious" than it was a year ago, says the Basle-based BIS.

Furthermore, the absence of sufficient action to correct payments' imbalances means that the dollar may need to fall further. In other words, the dollar rally that has upset expectations of a post-election surge for the pound — the sterling index fell by 0.5 to 72.9 yesterday — is likely to be short-lived. But the risk of a world economic downturn dragging down Britain in its wake is very real and will probably be with us for some time. The BIS says that the risks of a trade war have increased; that economic growth has slowed disturbingly in those countries with large trade surpluses; and that it is proving harder to stabilize the dollar through foreign exchange market intervention than it was to drive it down.

It also sees "signs of fatigue" in the international debt strategy, accompanied by a deterioration in the balance of payments' positions of some of the most heavily indebted countries.

The report is not all gloom. Low inflation, lower nominal interest rates and low oil prices are all encouraging signs. But "Disappointingly, they have not given the boost to economic growth

which most observers were confident enough to predict. While at first it seemed that this could be attributed to lags being longer than anticipated, the impression has now gained ground that, whatever their net stimulating effects may have been, these were more than offset by stronger-than-expected negative influences emanating from the very large exchange rate changes that have taken place." The BIS report reads like an epitaph on last week's Venice summit. It recommends the sort of policy action that should have been tackled in Venice but was not.

The consequences of the failure to act sufficiently at the summit could be severe. Japan and Germany have not stimulated their economies enough to counter the effects of the dollar's fall on their growth. As a result of this, and the reluctance of the US to risk a recession in order to correct the trade and budget deficits, "the only alternative appears to be a further decline in the dollar." In the first quarter of this year, the major economies added \$35 billion to reserves by supporting the dollar. The danger now, according to the BIS, is that unless the intervention is backed up by a speedy correction of payments' imbalances, "it runs the risk of gradually losing its effectiveness."

The BIS's view is that not enough has been done, notwithstanding the fact that real trade flows have started to adjust to the new pattern of exchange rates and the full commitment of the major countries to the Louvre accord on currencies. The report goes on: "A further decline of the dollar would clearly have detrimental implications for the world at large: it would push up prices and interest rates in the United States and slow down growth in Japan and Western Europe even further, with dismal prospects for employment in the industrial world."

A slowdown in growth would exacerbate the international debt problem and run the major risk of fostering protectionism. The BIS is looking for policy action in Japan and Germany, matched by further steps to cut the budget deficit in the US. It concludes that "Hedging against such risks, by taking further steps in policy co-ordination, would seem a worthwhile and manageable exercise."

The Basle doctor's diagnosis of the world economy's problem is, as always, excellent. After Venice, the chances of the patients taking the medicine in time are too slim for comfort, let alone complacency. But in the British case, admittedly less important than the American, Japanese and German, the new Thatcher Government has no excuse for resting on its gilded pole. As for sterling and gilt-edged, these are early days.

## ICCO move to halt cocoa slide likely

By Colin Narborough

The International Cocoa Organization is concerned at the failure of its large buffer stock purchases over the past month to halt the slide in cocoa prices, and could be forced to call an early meeting of its council if there is no improvement by next week.

Since May 19, Herr Jürgen Plambeck, the buffer stock manager, has bought 58,000 tonnes in the market to stabilize prices, which dropped to four-year lows.

Cocoa futures moved lower in New York yesterday, reflecting bearish fundamentals.

The ICCO's 10-day indicator price fell to 1,519.12 special drawing rights from the previous 1,522.68, suggesting more purchases today, despite buffer stock buying of another 5,000 tonnes yesterday.

Under ICCO rules, the buffer stock manager is only allowed to buy 75,000 tonnes at the present "must buy" price of 1,600 SDRs, and will have to lower this floor if the market fails to respond.

Lowering the price at which the buffer stock takes up goods is no guarantee for restoring

prices and could push the market still lower.

But Herr Plambeck cannot take up an unlimited amount of cocoa at any price. There is an overall ceiling of 150,000 tonnes on his purchases. He is also barred from buying more than 20,000 tonnes a week.

At the rate he has been buying over the past month, he will reach the 75,000-tonne level in two weeks, making it necessary to lower the price.

Consumer and grower members of the ICCO executive board were concerned at Herr Plambeck's report to

them on Friday of his purchasing activities. They were at a loss to explain why the intervention had left the market unimpressed, given that the world surplus of cocoa is only about 90,000 tonnes.

After the buffer stock manager has reached the 150,000 tonne overall limit, other measures must be employed to defend the price. It was this "second line of defence" that the London-based ICCO discussed last week. A working paper emerged on how to operate a scheme of withholding exports from the market.

## Lyons' pack at Ascot

Royal Ascot, which begins today, is still the ultimate event in the English season when it comes to spotting beautiful people, beautiful clothes and outrageous hats. In between "people watching" and placing the odd bet, racers at tomorrow's meeting will, I hear, be treated to a nowadays rare public appearance by Sir Jack Lyons, who received £2 million for "valuable advisory services" at the time of Guinness' controversial bid for Distillers. Sir Jack, who owns a second home near Ascot — his main residence is a mansion at London's Camden Hill — is hosting a party for friends and business associates in a box overlooking the course. The identity of his guests could, however, prove even more interesting for City "people watchers" than a sighting of Sir Jack himself. For, I am reliably informed, some of those paid fees by Guinness passed part of the money on by way of sub-fees to others — as yet unidentified but described as "big names" — who also provided "services" to Guinness. Will any of them be brave enough to show their faces tomorrow, I wonder?

## Ryman reason

Business and divorce proved a bad mix for one-time stockbroker Robin d'Abo. Robin, aged 48, recently divorced from his ambitious entrepreneurial wife, Jennifer, has now resigned from the

## THE TIMES CITY DIARY

### Saville's travels

Never judge a book by its cover. On his first day as a Rolls-Royce salesman for Jack Barclay in Mayfair, 35 years ago, Malcolm Saville sold Jimmy Saville his first Silver Shadow — for just £7,600. Saville, then a humble DJ with Radio Luxembourg, turned up in a pair of furry bedroom slippers. But despite

Saville's unlikely get-up, Sargeant has sold him a total of 15 Bentley and Rolls-Royce cars since, his latest being a Bentley Turbo. Saville, he reveals, also owns a Mercedes sports car, a Mini van and an Isotta bubble car. If ever he offers you a lift, be prepared for anything. . . .

board of their high street office stationery chain. Ryman, for that very reason. Robin, previously a director at Capel-Cure Myers, joined Ryman's board six years ago as a director and company secretary, with Jennifer — who has a penchant for heart-



'His paternity leave must have run out'

shaped spectacles and invented the pink typewriter — its chairman. A brief company announcement says only that he left "to pursue other business interests" — he now works full time for head-hunting agency Directorship Appointments — but Ryman managing director Stephen Billyeald tells me: "In view of the divorce, he obviously felt it inappropriate to remain on the board."

● Nike, the sportswear group based in the American state of Oregon, is about to become a household name in Russia. It has just been made the official supplier of footwear and clothing to the Soviet Union's tennis team. It might, I hear, accompany its new contract with a spate of television advertisements within the Eastern bloc. There is, however, just one problem — the theme tune traditionally used by Nike in all its ads is that Beatles classic, *Revolution*.

## Life in the jungle

If it has ever occurred to you that everyone in your office, from your boss down to the tea boy, behaves like a baboon, you could be closer to the truth than you think. A Texan scientist has just published the results of a five-year behavioural study on 60 baboons, submitting them to office stress and a typical business executive's diet — high in fat, cholesterol and salt. He divided them up into five offices and left them to establish a hierarchy. Then he moved the most senior and most junior baboon from each office into a different office and watched the reaction. They were greeted with hostility but gradually re-established their ranking. As the stress increased so did the sexual activity of the males with their female colleagues and the males also spent more time away from the office — down at the local wine bar, no doubt. The females resorted to physical violence. Our scientist also observed that those baboons who made friends easily, regardless of ranking, had shiny coats while the loners were paranoid and had scruffy coats. Next time you interview someone for a job take a good look at their hair.

● Women look set to take control of the Institute of Chartered Accountants — in about 50 years' time. Its student statistics, published yesterday, show that the percentage of women members has more than doubled during the past 10 years, from 2.9 per cent to 7.7 per cent.

Carol Leonard



## Look what our 'Homeowners Loan' can give you.

Wouldn't it be good to pay off all your outstanding debts and be able to consider a relaxing holiday into the bargain? You can do just that with a Lloyds Bowmaker personal secured loan.

Our HOMEOWNERS LOAN PLAN lets you pay off credit card balances, HP agreements and other loans in ONE SECURED LOAN, leaving you with only one payment each month — almost certainly much lower than your existing monthly payments. The beauty is you can use the loan for anything you want. We can offer a loan, secured by your house, from £1,000 to £25,000, or even more — all arranged through the post. Life insurance is normally included at no extra cost, whilst for a small premium, our sickness, accident and enforced redundancy cover offers you complete peace of mind.

NO HIDDEN FEES OR EXTRAS

Lloyds Bowmaker (DL), Finance House, FREEPOST, Bournemouth BH1 3TQ. OR PHONE 0800 373911.

**Lloyds Bowmaker**  
LOAN REQUIRED £.....  
Period of repayment..... (in months)  
Purpose of Loan.....  
YOUR WORK  
Employers Name and Address.....  
Occupation.....  
Number of years service.....  
Partner's Work  
Employers Name and Address.....  
Occupation.....  
Number of years service.....  
Annual income £.....  
Partner's income £..... (Proof of income must be enclosed)

secured by your house, from £1,000 to £25,000, or even more — all arranged through the post. Life insurance is normally included at no extra cost, whilst for a small premium, our sickness, accident and enforced redundancy cover offers you complete peace of mind.

EXAMPLES OF REPAYMENTS AT 10.99% APR VARIABLE

Amount of Loan	36 MONTHS	60 MONTHS	90 MONTHS	120 MONTHS
1000	35.85	1296.60	25.07	1504.20
3000	107.56	3872.16	75.20	4512.60
4000	143.41	5162.76	100.27	6015.20
5000	179.26	6453.36	125.34	7520.40
7500	268.89	9680.04	188.01	11280.60
			149.74	13476.60

NO HIDDEN FEES OR EXTRAS

Lloyds Bowmaker (DL), Finance House, FREEPOST, Bournemouth BH1 3TQ. OR PHONE 0800 373911.

**Lloyds Bowmaker**  
LOAN REQUIRED £.....  
Period of repayment..... (in months)  
Purpose of Loan.....  
YOUR WORK  
Employers Name and Address.....  
Occupation.....  
Number of years service.....  
Partner's Work  
Employers Name and Address.....  
Occupation.....  
Number of years service.....  
Annual income £.....  
Partner's income £..... (Proof of income must be enclosed)

**PRIORITY APPLICATION** for your personal secured loan. (Please complete and return all sections of this form.) BLOCK CAPITALS PLEASE.

**YOUR PROPERTY**  
Name and Address of Building.....  
Society.....  
Roll No.....  
Monthly repayment £.....  
Amount of Mortgage outstanding.....  
Name and Address of Second Mortgage.....

**YOURSELF**  
Date of Birth.....  
Self..... Partner.....

Post Code.....  
In Lloyds Bowmaker, I/We confirm that all information shown above is accurate and agree that I shall remain the base of any loan agreement. I/We authorize you to take up any references you require including information from our existing mortgage(s). I/We hereby authorize you or your agents to register the register of our title at H.M. Land Registry.

Signed.....  
Signed (Partner).....  
Date.....

24/07/1985



14

By  
Deposit  
election  
March  
Newsc  
and Sc  
vote -

Mrs  
sis is  
Conse  
week  
of her  
retire

Ma  
gov  
the Me  
de wh  
era so  
70

is th  
do an

m in

is GML

it th  
w

of

and

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

of

1987			1986			1985			1984			1983			1982			1981			1980			1979			1978			1977			1976			1975			1974			1973			1972			1971			1970			1969			1968			1967			1966			1965			1964			1963			1962			1961			1960			1959			1958			1957			1956			1955			1954			1953			1952			1951			1950			1949			1948			1947			1946			1945			1944			1943			1942			1941			1940			1939			1938			1937			1936			1935			1934			1933			1932			1931			1930			1929			1928			1927			1926			1925			1924			1923			1922			1921			1920			1919			1918			1917			1916			1915			1914			1913			1912			1911			1910			1909			1908			1907			1906			1905			1904			1903			1902			1901			1900			1899			1898			1897			1896			1895			1894			1893			1892			1891			1890			1889			1888			1887			1886			1885			1884			1883			1882			1881			1880			1879			1878			1877			1876			1875			1874			1873			1872			1871			1870			1869			1868			1867			1866			1865			1864			1863			1862			1861			1860			1859			1858			1857			1856			1855			1854			1853			1852			1851			1850			1849			1848			1847			1846			1845			1844			1843			1842			1841			1840			1839			1838			1837			1836			1835			1834			1833			1832			1831			1830			1829			1828			1827			1826			1825			1824			1823			1822			1821			1820			1819			1818			1817			1816			1815			1814			1813			1812			1811			1810			1809			1808			1807			1806			1805			1804			1803			1802			1801			1800			1799			1798			1797			1796			1795			1794			1793			1792			1791			1790			1789			1788			1787			1786			1785			1784			1783			1782			1781			1780			1779			1778			1777			1776			1775			1774			1773			1772			1771			1770			1769			1768			1767			1766			1765			1764			1763			1762			1761			1760			1759			1758			1757			1756			1755			1754			1753			1752			1751			1750			1749			1748			1747			1746			1745			1744			1743			1742			1741			1740			1739			1738			1737			1736			1735			1734			1733			1732			1731			1730			1729			1728			1727			1726			1725			1724			1723			1722			1721			1720			1719			1718			1717			1716			1715			1714			1713			1712			1711			1710			1709			1708			1707			1706			1705			1704			1703			1702			1701			1700			1699			1698			1697			1696			1695			1694			1693			1692			1691			1690			1689			1688			1687			1686			1685			1684			1683			1682			1681			1680			1679			1678			1677			1676			1675			1674			1673			1672			1671			1670			1669			1668			1667			1666			1665			1664			1663			1662			1661			1660			1659			1658			1657			1656			1655			1654			1653			1652			1651			1650			1649			1648			1647			1646			1645			1644			1643			1642			1641			1640			1639			1638			1637			1636			1635			1634			1633			1632			1631			1630			1629			1628			1627			1626			1625			1624			1623			1622			1621			1620			1619			1618			1617			1616			1615			1614			1613			1612			1611			1610			1609			1608			1607			1606			1605			1604			1603			1602			1601			1600			1599			1598			1597			1596			1595			1594			1593			1592			1591			1590			1589			1588			1587			1586			1585			1584			1583			1582			1581			1580			1579			1578			1577			1576			1575			1574			1573			1572			1571			1570			1569			1568			1567			1566			1565			1564			1563			1562			1561			1560			1559			1558			1557			1556			1555			1554			1553			1552			1551			1550			1549			1548			1547			1546			1545			1544			1543			1542			1541			1540			1539			1538			1537			1536			1535			1534			1533			1532			1531			1530			1529			1528			1527			1526			1525			1524			1523			1522			1521			1520			1519			1518			1517			1516			1515			1514			1513			1512			1511			1510			1509			1508			1507			1506			1505			1504			1503			1502			1501			1500			1499			1498			1497			1496			1495			1494			1493			1492			1491			1490			1489			1488			1487			1486			1485			1484			1483			1482			1481			1480			1479			1478			1477			1476			1475			1474			1473			1472			1471			1470			1469			1468			1467			1466			1465			1464			1463			1462			1461			1460			1459			1458			1457			1456			1455			1454			1453			1452			1451			1450			1449			1448			1447			1446			1445			1444			1443			1442			1441			1440			1439			1438			1437			1436			1435			1434			1433			1432			1431			1430			1429			1428			1427			1426			1425			1424			1423			1422			1421			1420			1419			1418			1417			1416			1415			1414			1413			1412			1411			1410			1409			1408			1407			1406			1405			1404			1403			1402			1401			1400			1399			1398			1397			1396			1395			1394			1393			1392			1391			1390			1389			1388			1387			1386			1385			1384			1383			1382			1381			1380			1379			1378			1377			1376			1375			1374			1373			1372			1371			1370			1369			1368			1367			1366			1365			1364			1363			1362			1361			1360			1359			1358			1357			1356			1355			1354			1353			1352			1351			1350			1349			1348			1347			1346			1345			1344			1343			1342			1341			1340			1339			1338			1337			1336			1335			1334			1333			1332			1331			1330			1329			1328			1327			1326			1325			1324			1323			1322			1321			1320			1319			1318			1317			1316			1315			1314			1313			1312			1311			1310			1309			1308			1307			1306			1305			1304			1303			1302			1301			1300			1299			1298			1297			1296			1295			1294			1293			1292			1291			1290			1289			1288			1287			1286			1285			1284			1283			1282			1281			1280			1279			1278			1277			1276			1275			1274			1273			1272			1271			1270			1269			1268			1267			1266			1265			1264			1263			1262			1261			1260			1259			1258			1257			1256			1255			1254			1253			1252			1251			1250			1249			1248			1247			1246			1245			1244			1243			1242			1241			1240			1239			1238			1237			1236			1235			1234			1233			1232			1231			1230			1229			1228			1227			1226			1225			1224			1223			1222			1221			1220			1219			1218			1217			1216			1215			1214			1213			1212			1211			1210			1209			1208			1207			1206			1205			1204			1203			1202			1201			1200			1199			1198			1197			1196			1195			1194			1193			1192			1191			1190			1189			1188			1187			1186			1185			1184			1183			1182			1181			1180			1179			1178			1177			1176			1175			1174			1173			1172			1171			1170			1169			1168			1167			1166			1165			1164			1163			1162			1161			1160			1159			1158			1157			1156			1155			1154			1153			1152			1151			1150			1149			1148			1147			1146			1145			1144			1143			1142			1141			1140			1139			1138			1137			1136			1135			1134			1133			1132			1131			1130			1129			1128			1127			1126			1125			1124			1123			1122			1121			1120			1119			1118			1117			1116			1115			1114			1113			1112			1111			1110			1109			1108			1107			1106			1105			1104			1103			1102			1101			1100			1099			1098			1097			1096			1095			1094			1093			1092			1091			1090			1089			1088			1087			1086			1085			1084			1083			1082			1081			1080			1079			1078			1077			1076			1075			1074			1073			1072			1071			1070			1		
------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	------	--	--	---	--	--



Portfolio  
—Gold—

From your portfolio card check your eight share price movements, on this page daily. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Share Price
1	Baggeridge Bricks	Building/Roads	100
2	Raine Ind	Building/Roads	100
3	Scapa	Industrial S-Z	100
4	Control Secs	Property	100
5	Henderson	Building/Roads	100
6	Advest	Industrial A-D	100
7	Fisons (na)	Industrial A-D	100
8	Hogg Robinson	Insurance	100
9	Ford (Martin)	Draper/Stores	100
10	Morgan Grenfell	Bank/Discount	100
11	Coventry	Industrial E-K	100
12	Br Land	Property	100
13	Low (Wm)	Food	100
14	Greene King	Breweries	100
15	Copson (F)	Industrial A-D	100
16	Rainers Group	Draper/Stores	100
17	Brown & Jackson	Building/Roads	100
18	Cherwell Coes	Industrial A-D	100
19	Lon Shop Prop	Property	100
20	Beale (John)	Textiles	100
21	LDH	Industrial L-R	100
22	Trade Indemnity	Insurance	100
23	Tenn Mills	Industrial S-Z	100
24	Clarity Haul	Industrial A-D	100
25	Husson Ltd	Industrial L-R	100
26	FI	Shoes/Leather	100
27	Oscames	Electricals	100
28	CRH	Building/Roads	100
29	Arden	Electricals	100
30	Really Useful	Leisure	100
31	Unitec	Electricals	100
32	Soot TV	Cinema/TV	100
33	Horizon Travel	Leisure	100
34	Ridley (J)	Industrial A-D	100
35	Almstrong	Electricals	100
36	Cardiff Prop	Property	100
37	Ud Guarantee	Industrial S-Z	100
38	Telephone Rentals	Electricals	100
39	Ellis & Everard	Chemicals/Plas	100
40	Stanley Leisure	Leisure	100
41	Morgan Crucible	Industrial L-R	100
42	Rush & Tompkins	Property	100
43	Treble	Industrial S-Z	100
44	Enner Lighting	Electricals	100

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of 28,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	Weekly Total
BRITISH FUNDS						
High	Low	Stock	Price	Change	Open	Close

SHORTS (Under Five Years)			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

FIVE TO FIFTEEN YEARS			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

OVER FIFTEEN YEARS			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

UNDATED			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

INDEX-LINKED			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

BANKS DISCOUNT HP			
Company	Share Price	Change	Open
1	100		
2	100		
3	100		
4	100		
5	100		
6	100		
7	100		
8	100		
9	100		
10	100		
11	100		
12	100		
13	100		
14	100		
15	100		
16	100		
17	100		
18	100		
19	100		
20	100		
21	100		
22	100		
23	100		
24	100		
25	100		
26	100		
27	100		
28	100		
29	100		
30	100		
31	100		
32	100		
33	100		
34	100		
35	100		
36	100		
37	100		
38	100		
39	100		
40	100		
41	100		
42	100		
43	100		
44	100		

# STOCK EXCHANGE PRICES

## Shares still going strong

ACCOUNT DAYS: Dealings began yesterday. Dealings end June 26. Contango day June 29. Settlement day July 6.  
Forward bargains are permitted on two previous business days.

Prices are recorded at 5pm. Changes are calculated on the previous day's close and may differ from changes calculated by comparing 5pm prices, published the previous day. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (na) denotes Alpha Stocks. (VOLUMES PAGE 30)

1987	High	Low	Company	1986	High	Low	Company	1985	High	Low	Company
1	100	100	100	1	100	100	100	1	100	100	100
2	100	100	100	2	100	100	100	2	100	100	100
3	100	100	100	3	100	100	100	3	100	100	100
4	100	100	100	4	100	100	100	4	100	100	100
5	100	100	100	5	100	100	100	5	100	100	100
6	100	100	100	6	100	100	100	6	100	100	100
7	100	100	100	7	100	100	100	7	100	100	100
8	100	100	100	8	100	100	100	8	100	100	100
9	100	100	100	9	100	100	100	9	100	100	100
10	100	100	100	10	100	100	100	10	100	100	100

BREWERIES											
1987	High	Low	Company	1986	High	Low	Company	1985	High	Low	Company
450	217	148	Almad-Lynch (24)	444	448	302	25	38	132		
19	753	519	Beck (24)	19	753	519	25	22	130		
159	117	79	Beck (24)	159	117	79	25	22	130		
159	117	79	Beck (24)	159	117	79	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	25	22	130		
171	131	89	Beck (24)	171	131	89	2				







## COMPUTER HORIZONS/2

## THE TIMES/DEC SCHNEIDER COMPETITION

The five winners of this year's Times/DEC Schneider competition and their partners will be among the guests this weekend on the Isle of Wight for Europe's biggest air race.

There are three laps of the course, approximately 47 miles long, starting and finishing at Bembridge airfield.

More than 60 pilots have entered with a wide range of aircraft, including Second World War fighters. Viewing points for the race, which starts at 11.30am on Sunday, will be at West Wittering and Stone Point.

● The winner of our fifth and final Logbook competition last week is Leslie Gonzalez, of Rugby.

● Solution to last week's questions: Tuesday 142, Wednesday 1937, Thursday 1936, Friday 1933, Saturday 1928. Numerical solution: 7876.

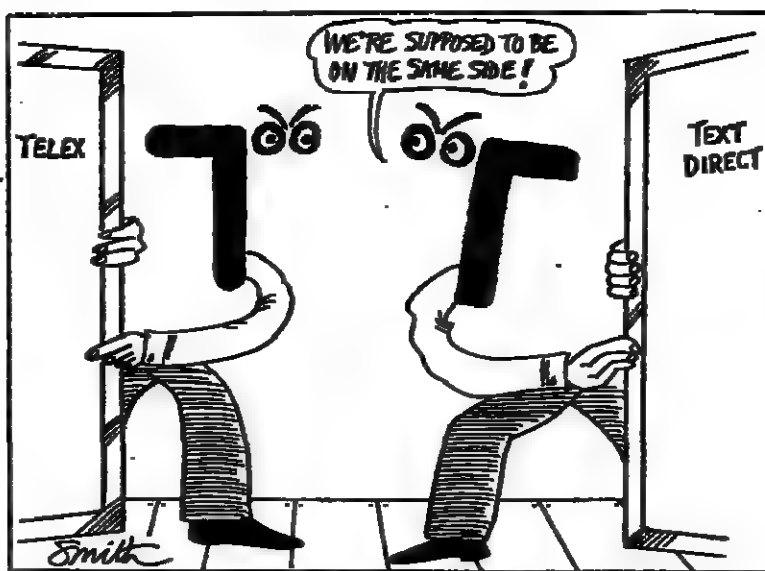


The winner of our fourth logbook competition was Jane Wilson, above, of Cookham Rise, Berkshire.

After 10 years' working for a retailing group, Mrs Wilson is now at home looking after her five-week-old baby and 2½-year-old daughter.

Her tie-breaking phrase was: "It generated great enthusiasm and excitement in aviation leading to unprecedented technological advances".

## BT's big new telex rival is ... BT



Privatization appears to have gone to British Telecom's collective head: it is now happily competing against itself. BT International has recently launched a new service called Text Direct.

This is targeted at the growing band of personal computer users who happen to possess a modem. Text Direct will allow anyone equipped with a modem to send a telex to 190 countries worldwide. The new service effectively removes the need for a dedicated telex line.

BT normally charges £88 a quarter for this plus an £88 installation fee.

Potential customers can wait as long as six weeks for a telex line but Text Direct subscribers need only a standard phone line. And as if competing against its own dedicated telex service wasn't enough, BT already provides an alternative means of sending a telex — Telecom Gold, an electronic mail service offering users the ability to send and receive telexes.

Why should anyone bother with Text Direct if Telecom Gold already caters for this need?

A good reason is that Text Direct solves a problem which other electronic mail companies such as Telecom Gold have long struggled with. Subscribers to electronic mail, often shortened to e-mail, must use the service's own telex number and then instruct potential correspondents to mention their mailbox number somewhere in the first line of the telex.

However, each Text Direct subscriber has a unique telex number and answerback. A Text Direct number is slightly longer than standard.

The above raises an interesting legal point. A test case, Brinkibon v Stahag Stahl in 1981, established that a telex could be held as a legally binding contract if it could be proved that the telex had been received. So if the sender can show the receiving party's answerback number on the transmitted telex there is a good chance that the case will stand up in court.

Telecom Gold subscribers don't have an individual answerback number but Text Direct customers do.

The arguing point here is that Text Direct subscribers have no way of

knowing if a telex has been sent to their mailbox unless they call into the service on a regular basis.

E-mail companies offer ways around this problem. It is possible to link an e-mail service to a radio-paging system. This costs roughly £30 a quarter and is usually operated by BT radio paging.

Alternatively, an e-mail service such as Mercurylink 7500, formerly Easylink, is able to download the text

## E-MAIL

By Tony Dennis

of a telex directly to a subscriber's PC. This just requires the appropriate microcomputer software and a modem which answers in-calls.

Actually, using Text Direct could be made easier. In response to the computer's request "Please login" users have first to type "login" before the identity number or password. This seems pointless.

However, a worse fate awaits the clumsy novice: having keyed in all the text of a desired telex, the user must type four "+" signs to indicate that the message is finished.

Unfortunately, most micro users have Hayes compatible modems — and if they type three "+" signs the modem stops sending characters and interprets the next characters as a command: drop the line.

The potential for disaster is thus considerable.

Text Direct could well prove to be a much cheaper method of sending telexes than Telecom Gold. Unfortunately, direct comparisons are extremely hard to make. Those who think that phone bills are unnecessarily complicated should definitely avoid e-mail or Text Direct.

Users end up paying for any or all of the following: the cost of the phone call, which hopefully will be local; an initial subscription fee, which can be avoided; a minimum monthly invoice (very hard to actually spend less than the minimum); connection time, which is a charge for taking up time on the mainframe; plus storage charges.

The last item tends to be conveniently overlooked. If the user receives a message and leaves it for a few days before calling the system, he or she will be charged for keeping that message stored on the computer.

Text Direct does not levy storage charges. Telecom Gold subscribers do not have to pay an extra fee for the privilege of sending a telex but they do have to store the telex command in their mailbox so it adds to the cost.

Both services have a rising scale of charges for sending the telex. It works out at 22p for an ordinary inland telex on Telecom Gold; the price for the same thing on Text Direct is 23p. Both are for 400 characters but there is a 10p handling charge on top of this with Text Direct.

Text Direct costs £20 to join and £25 a quarter to stay with the service. Telecom Gold costs £40 to join with no quarterly fee but there is a £10 minimum monthly invoice.

Connection time on Text Direct is 10p a minute. On Telecom Gold it is 11p a minute between 8am and 5pm, otherwise it is 3.5p a minute.

The real motive behind Text Direct appears to be to persuade those living outside London to subscribe to BT's national data service, Packet SwitchStream (PSS).

Once again, the charges are ludicrously complex but it still works out cheaper using PSS than dialling direct long distance.

To further complicate matters, BT has a rival service to PSS called MultiStream. It is like PSS except users are presented with "menus" to make the service slightly friendlier.

And the charges differ slightly, of course.

Both Text Direct and Telecom Gold are directly accessible via these systems.

Research shows that many e-mail subscribers joined purely for telex services. Text Direct therefore is well placed to capture an important segment of the market.

Telecom Gold, the largest e-mail provider in Britain with 76,000 subscribers, could suffer most.

Further information: ring Jane Coffey on 01-936 2468 (for those who want to pay) or Prefone TextDirect (to avoid the charges).

## These hackers are wasting their time

By Steve Mansfield

Ever since my Prestel mailbox number was published in *The Hacker's Handbook*, inadvertently according to its pseudonymous author, Hugo Cornwall, I've been subjected to a steady flow of pleas from home-computer enthusiasts attracted by the new-found glamour of breaking into other people's computers.

Most are from obvious novices asking naively for "interesting numbers". And it's unlikely they would have the slightest idea of what to do with them even if I had any, which I don't.

A few offer numbers and passwords as a gesture of goodwill. These usually turn out to be public access bulletin boards or old favourites such as the Telecom Gold PSS identity, which is freely available but of no use apart from accessing Gold, and even then you need an account.

Hacking is now part of the language. The term is featured in *Guardian New Words*.

The movie *WarGames* made it look fun, if a trifle dangerous. And now Robert Schiffrin, who with Steve Gold is appealing against alleged hacking-related offences, has appeared on the late-night TV chat show *Don't Mither Wax*.

The antics of this famous couple have little to do with the kind of hacking that has banks and big corporations looking nervously at their security, the kind that involves moving large amounts of money or confidential information.

Serious hacking is not picking up numbers left for you on the system, or getting lucky with a randomly-typed password, the events which led to Mr Gold and Mr Schiffrin's

alleged transgressions. The official view is that hacking is theft, of computer time or electricity, or fraud, using computer services in someone else's name.

But those commonplace terms hide the real skills used in the major crimes.

People who believe themselves to be arch-hackers because they have picked up numbers left lying around are deluding themselves, even if those numbers do allow them to get into the mailboxes of a member of the royal family.

There is an equally false notion that hacking is some kind of black art, a VDU in place of a steaming cauldron, in which the hacker mystically divines passwords.

This is all nonsense, but in some respects it's a useful mythology.

Amateur hackers can cause disruption by blocking lines into a system and even getting halfway in. They can wreak havoc on systems which aren't secure for the simple reason that there's no reason for them to be so. Many of the numbers I'm offered are for educational or training centres, such as local information technology centres (ITCs).

If weekend hackers were to take up industrial espionage techniques as part of their hobby things could get a lot worse. But amateurs are more of a nuisance than a menace.

The real danger is that the entertainment value of hacking could be a smokescreen.

While naive, if genial, amateurs are being interviewed on TV chat shows, the real hackers are still moving millions of pounds out of the banks, while the City keeps quiet in order to avoid scaring investors.

## Managers are heading for the boardroom

## JOBSCENE

By Eddie Coulter

What the multinational companies do in management terms today, smaller companies do tomorrow and the rest sometime after that.

That may not be 100 per cent correct, but is close to the truth, especially when it comes to data processing. And soon it could mean that today's data processing managers could be tomorrow's managing directors.

In multinational companies, executive management is changing its view from that of using computing as purely an accounting and administrative tool into one of strategic issue, using information technology as a marketing tool and an important resource in management.

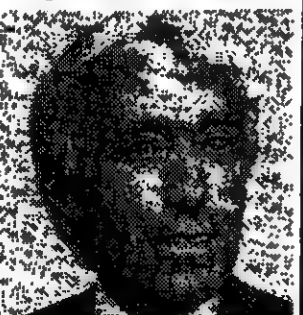
It seems the whole question of what type of person the data processing manager should be has begun to indicate a shift away from the traditional computer manager as a technician towards a more corporately responsible person.

"The DPM's role is developing in several directions, to the extent that in larger organizations it has to be subdivided and delegated," said Mike Brodrie, managing director of DCE Information Management Consultancy, an IBM Computer Users' Association conference.

George Morgan, principal consultant at Management and Executive Selection, agrees. "Everyone realizes there are changes starting to take place," he says. "It is due to the dissemination of data processing — PCs, wide area and local area networks."

"Data processing managers have a choice," he says. "Control it, or lose it."

Mr Brodrie sees DPMs now being divided into different



Forecasting changes: Mike Brodrie of DCE

types of manager, equal in responsibility but by differing degrees having the potential of becoming a senior corporate executive or even managing director.

First, business systems managers are required ensuring that business analysts adequately provide support to their functional areas within a company. An understanding of structured methods and data models is needed for this role, as well as normal exposure to users and the ability of communicate with systems designers.

"Such a person may not come from a data processing background at all," says Mr Brodrie, "but may come from a managerial background."

Information systems development comes next, involving the design and progress of data bases and applications development.

Typically such a person has a computing science degree.

A third type of DPM manager is one who will be responsible for information technology procurement, a similar type to the former, but with greater interest in hardware, probably with a systems programming background and the ability to assess and benchmark systems, networks, electronic mail and so on.

Finally, there is the manager of operations, responsible for scheduling, running and maintaining installations and networks, and who may have a slightly lesser technical background.

Beyond this, the level of responsibility is of a corporate nature involving corporate planning and an executive position and chief information officer, or perhaps a seat on the board.

Salaries are already reflecting the higher level of capability, according to George Morgan. In those companies where IT is becoming a strategic issue and computer managers are being retained, significantly outside London and away from Big Bang, salaries up to £35,000 are now being paid.

## INTRODUCING THE COMPUTER OF THE FUTURE AT A BREATHTAKING PRICE PLUS ADVANCED SOFTWARE BONUS

Bringing the performance you can't afford to miss.

This new computer from Apricot will outperform anything else you try.

And with breathtaking ease.

However, its performance as the world's most advanced desk-top computer is not its only remarkable feature.

There's the price — £2999.\*

For products based on the previous generation processors, IBM, Olivetti and Compaq will make you pay around the same.

Beware of paying more.

If your company has money to burn, you can easily blow it trying to attain a similar performance.

Quite simply, you're likely to be asked for an extra 50%, or more, for other systems based on the same 386 processor.

(Sorry IBM, Compaq et al.)

And unlike Apple, the new Apricot Xen-I 386 is fully compatible with no expensive additions.

Why more people choose Apricot.

Given the facts, it will come as no surprise that Apricot produces Britain's most popular AT compatibles.

Or similarly, Apricot is a major

supplier of computers to the Government. But what is the view of the independent experts?

"Specifications which knock the socks off" was the rather apt description used by Which PC.

Whilst PC User succinctly put it as 'the fastest machine you can buy.'



ADVANCED SOFTWARE BONUS

Special Upgrade Offer closes August 31st.

If the price of this Xen-I 386 is outside your budget, we'd like to make you a special offer.

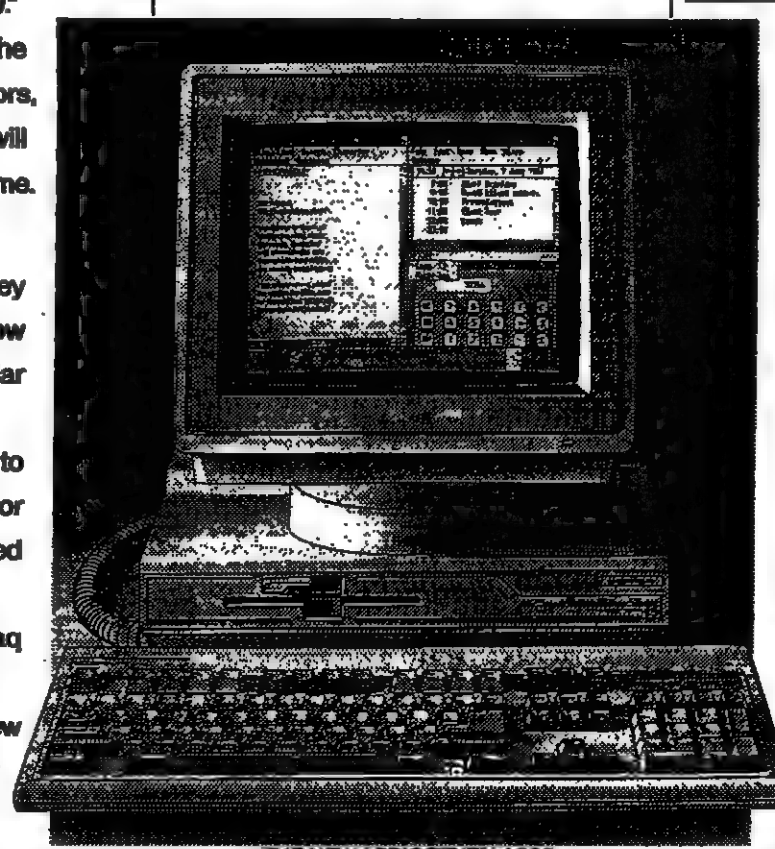
Because for £1999\* you can have the world's finest 286-based computer — the Xen-I X120.

Buy before August 31st, and we'll guarantee to upgrade it to 386 performance at any time next year.

And at the special offer price of £999, (the difference in cost between the two systems).

You're invited to test drive either system at any one of the 250 Apricot Business Centres around the UK.

Just return the coupon, or call Freefone Apricot.



THE NEW APRICOT XEN-I 386

Advanced software included in the price.

There is a further bonus that you will not find elsewhere. The all-inclusive software.

Such as powerful Word-Processing with Graphics. A Lotus 1-2-3 compatible spreadsheet, VP Planner.

Or Microsoft Windows, with personal diary and card-index filing system.

Not that you would fail to notice how its performance transforms your existing software.



OFFER CLOSES AUGUST 31st 1987

\*Excludes VAT, courier and assembly costs. System illustrated at the Xen-I 386 is with high resolution colour monitor. TVS features high resolution colour monitor.

To Apricot Computers plc, Apricot House, 111 Hagley Road, Edgbaston, Birmingham B16 8LB.

Please send me details on your new Apricot Xen-I 386 and 286 computers, and the name of my nearest dealer.

I would like more details on your network and multi-user systems.

I would like the Fact Pack on Apricot Desktop Publishing.

Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

apricot

T 15/6

OPEN SYSTEMS COMPUTING

IBM, Compaq, Olivetti, Microsoft, Lotus 1-2-3, Apple and VP Planner are all trademarks of their respective operating companies.

STEP UP TO GREATER EFFICIENCY

THE DATA BASE  
WE TALK YOUR LANGUAGE  
28 Newman Street, London W1P 3EA



## 'Direct-sell Dell' sets up in Britain

By

Deposit  
election  
March  
New  
and  
Sc  
vote -Mrs  
sis is  
Conse  
week,  
of their  
revive

■ Youthful computer whiz-kids have rather faded from the scene since the heyday of arcade games software. But one new entrant is Michael Dell, aged 22, who runs Dell Computer in the United States. Last week, he started up in Britain with the launch of three powerful IBM-compatible personal computers.

Mr Dell, who started his company three years ago, saw sales for 1986 reach \$69 million. His new computers, which start with an AT-compatible at about £1,500, claim to be the cheapest on the market because they are only available direct, side-stepping the dealers and their profit margin. There is also a faster version at £2,000 and a model based on the 386 chip at around £3,700, considerably cheaper than Compaq's well-known Deskpro.

Mr Dell's short career is said to include running mail order stamp auctions at the age of 13, followed by speculation in gold, silver and stock futures before founding the computer firm with an initial investment of \$1,000.

### IBM sell-off

■ IBM has sold much of its holding in Intel, a key supplier of microprocessors for IBM computers, after concluding that the chip-maker no longer needed its financial support. Intel has repurchased \$361.6 million of its stock from IBM, leaving the computer giant with about 11 per cent of Intel's stock, down from about 20 per cent. More than half of the remaining holdings have been pledged to support a 1986 IBM Eurobond offering, so they are likely to leave IBM's control eventually.

IBM, which had hinted for the past year that it might reduce its Intel holdings,

### COMPUTER BRIEFING

described the sale last week as purely a business decision. The move was welcomed by Intel, which said that its tight link with IBM would not be loosened by the sale.

### Degree course

■ Kingston Polytechnic's part-time two-year MSc course in Information Systems Design, starting this October, is now open for applications. The course, which has about 30 places, includes 14 one-week residential units and is aimed at employees wishing to link training with full-time employment, projects being linked to the students type of work.

Sponsored jointly by the Science and Engineering Council and ICL, British students are 50 per cent funded by the SERC, leaving a bill of £5,000 a year to be found, usually through industrial sponsorship.

Further information on 0753 840919.

### Japanese aid

■ A Japanese company plans to sell personal computer software to people worried about the Acquired Immune Deficiency Syndrome (Aids). The "Horror of Aids" software has been launched by Tokyo-based Media Inc and asks 24 questions about the user's homosexual experiences and health, and then indicates the possibilities of being infected. It also gives information on Aids prevention, safety in socializing with an infected person and lists Aids consulting organizations.



The Japanese-language software, evolved in co-operation with medical experts, will sell for about £42.

### Photo first

■ Eastman Kodak has entered the emerging field of electronic photography with the introduction of seven new products designed for professional or commercial use.

Electronic stills cameras create pictures using the same technology as video cameras. The quality is lower than in pictures that use chemicals, but the images can be altered, stored and transmitted more easily.

Kodak's new products are centered around a matchbook-sized floppy disk that can be used to record images from computer screens, video cameras,

conventional stills cameras, or video cassette recorders. Once the images are stored on the disk they can be transmitted over the phone, retrieved on a colour display monitor or printed on Kodak's still video printer.

### Swiss assault

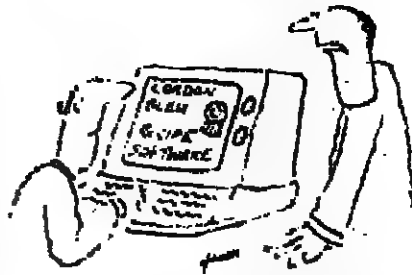
■ Shareholders have given final approval for a Swiss assault on the global telecommunications market, voting in favour of a merger of Switzerland's three leading independent firms in that field.

The new company, Ascom Holding, will have an annual turnover of two billion Swiss francs (about £800 million), employ 12,000 people and become the 11th largest such company in the world behind giants like AT&T of the United States.

## New tech for old masters

With up to 200 auctions being held in one week in the world of antiques and fine art, it is hardly surprising that someone has finally come up with a computerized system to keep track of them all. Tony Freeman has set up an online database service, Auctionline, which promises to keep dealers in the know about what's being sold where.

Pictured left, Tony Coakley of Gallerie Moderne demonstrates how the system can be searched with keywords to select, for example, an artist's name or a particular style.



"Menu-driven, I presume."

"It is no longer possible for the three most important independent Swiss telecommunications firms to continue developing, producing and selling identical or similar products in the Swiss market which, in world terms, is tiny," said the chairman, Hans Baumgartner.

### 'Recovery year'

■ New orders and shipments of US semiconductors in May reached its highest level for three years, prompting Andrew Processini, president of the US Semiconductor Industry Association, to forecast: "With May's strong performance I am now convinced that this year will truly be a recovery year in the industry."

Results of a preliminary survey released by the trade group said average bookings, or orders, for the three-month period ending in May totaled \$1.023 billion, a 7.4 per cent increase over April. Orders in May were up 25.4 per cent over last year's levels and shipments were up by 10 per cent.

### Research warning

■ A meeting of ministers due to be held today to discuss the EEC budget for

science and technology research has been cancelled following Britain's continuing refusal to lift its opposition to suggested compromise plans on the size of the budget.

EEC officials have warned that if the problems are not resolved in the next few weeks a shortage of cash will result in research teams being closed down, especially for the Esprit project for information technology.

Britain is now the only EEC member holding out against the latest suggestions for a reduced budget, believing it is still too expensive.

### Costly reading

■ A useful guide running through all the major database management packages has been written by Kathy Lang. It includes a look at eight starter programs and 10 more powerful packages, as well as systems development packages, and gives an overall comparison of their various merits. The 340 pages are published in a loose-leaf binder form to add updates provided free for the first year.

Unfortunately this novel approach has also resulted in a price of £85. Software First Files: Database Management Packages is published by Ashford Press Publishing.

## COMPUTER APPOINTMENTS

## Welcome to Winter Partners

City

c.£25,000

ARBAT has long been acknowledged as one of the leading suppliers of real-time banking solutions to DEC sites throughout the world. Over the years, it has delivered more than 230 systems to clients in 24 countries. ARBAT's products are acclaimed for their modular design, allowing system flexibility and control.

In Spring 1987, ARBAT was acquired by WINTER PARTNERS, Switzerland's largest independent banking software and consulting group. Since its formation in 1970, WINTER PARTNERS' own success as a specialist in banking automation has been considerable, with field-proven products like 'RIBS' and 'BANCOS' in international use.

The combination of two such experienced and complementary forces means the enlarged WINTER PARTNERS group of companies is today poised to become the foremost supplier of quality banking software products and services to the world's financial markets. Together, they create a unique organisation with the power, skill and knowledge to meet the global banking community into the 1990s.

WINTER PARTNERS now has a presence in 8 financial centres, including London, New York, Zurich, Tokyo, Hong Kong and Singapore. It is investing more in research and development in London and Zurich to increase its product range. The latest is the CIB GLOBAL BANKING DATABASE, part of a new generation of banking software. The London office also functions as a dedicated regional centre to support existing products.

WINTER PARTNERS urgently needs your contribution of D.P. or Banking skills in the following areas:

### BUSINESS ANALYST

Specialist banking background required, particularly in hedging or Negotiable Instruments, interface between users and project teams, from feasibility study through to user acceptance testing. Some international travel.

### SYSTEMS DESIGNER

DEC experience in a banking environment? You will be working on the development of a relational database for global banking markets. Knowledge of ORACLE, SQL or DB2 preferred, but basic imagination and talent a must!

### D/B ADMINISTRATOR

Comprehensive understanding of relational database elements in a banking application essential. You will be responsible for analysis and design excellence with this new flagship development. Position may involve occasional travel to Zurich.

In WINTER PARTNERS, your career will be both financially and personally rewarding. Management potential will be encouraged. You will become part of a truly international team. Depending on your interest and skills, you may receive training at the company's headquarters in Zurich, learning about company products, besides on-going personal development here at home. Benefits are excellent, such as you might expect from an established and growing organisation.

If you would like to find out more, then please call our Managing Consultant, TERRI HARPER, on 01-353 5529. From 8pm to 10pm and at weekends, ring 0525-403320 or send your CV to the address below. An information pack is also available.

**WINTER PARTNERS** 4 UNIT COMPUTING LTD, 1ST FLOOR, 20-22 FLEET STREET, LONDON EC4A 3AA

## PEOPLE-CENTRED SYSTEMS PEOPLE

Rewarding opportunities at all levels

EFD is an independent consultancy which advises Government and industry concerning the operational realities of advanced systems and technology.

We address the real requirements of advanced systems, their ultimate usability by people, their impact on the owning organization, and their operational effectiveness. We are widely known for the powerful methodologies, intellectual rigour and common sense that we bring to computer system projects, especially within the Defence Sector.

EFD's continuing expansion means that we are now seeking to recruit broad-based, pragmatic systems thinkers to join our highly professional team of consultants.

Challenging positions are open to individuals with the right backgrounds, and with the capability and determination to maintain EFD's standards of professional excellence. The ability to think both logically and creatively and communicate clearly is essential, as is appropriate professionalism in all aspects of personal presentation. These are the people we are seeking:

\* Outstanding graduates, usually with first class honours degrees especially in behavioural science/systems science areas.

Electronic Facilities Design Limited, Wargrave, Berkshire RG10 8FD

\* Young professionals with higher degrees, and qualifications in at least two of the areas indicated below.

- Behavioural science
- Computer science
- Systems science
- Management science

\* Experienced systems consultants with well-established interest in 'the whole system' and proven record of achievement. The ability to interact with client and user organizations successfully at all levels is essential, and management/procurement support experience is advantageous.

This is an outstanding opportunity to join a small company of highest repute. You will benefit from wide-ranging professional assignments involving both individual and team work, with personally-tailored training programme, and career progression based entirely on merit.

First class salaries are offered to the right applicants. Grade-related benefits include health care, non-contributory pension scheme, insurance, clothing allowances and car. An exceptionally pleasant working environment is provided in an attractive rural location near Henley-on-Thames.

Contact Dr Ian Lee on 073522 4445.

## UNISYS PROFESSIONALS

Alpha B & L Services has been formed by UNISYS Professionals to provide support, development and training to the UNISYS community using our own 1100, System 80 and training facility.

We are now recruiting on behalf of ourselves and some of our clients.

### PERMANENT

TELECOMS £18,000-£30,000 - UK, Europe & Far East.  
COBOL/MAPPER Programmers £14,000-  
£21,000 EXEC Support £30,000 - UK, Europe.  
GRADUATE TRAINEES

### FREELANCE

£51100 - UK, USA.  
TELECOMS and general COMMS - UK, USA.  
COBOL/DIS/TIP  
MAPPER  
R/T, PARIS

### TRAINING COURSES

£51100  
TELECOMS  
EXPERT SYSTEMS  
MAPPER SQL

Write or call Peter Ballard or Bob Prendergast  
01 552 4327

Alpha B & L Services, Judd House,  
Ripple Road, Barking, Essex  
IG11 0TA

**ALPHA  
B&L  
services ltd**

## S/38 RPG III

Unit Trusts c£500,000,000

Our client is a rapidly-expanding unit trust group. They manage over £300m of client funds and consistently lead the performance tables. Future growth plans are extremely impressive, ambitious and, with your help, achievable.

With team S/38's planned, the small in-house team have developed first-class systems to date and need like-minded people of excellence to help them avoid an applications backlog. A very high level of autonomy is enjoyed by each member of the team. Variety of work means no major software house.

If you are eager to work in a results oriented climate; are able to deal with people at the most senior level; have solid RPG III programming experience or have not been warped by use of RPG II, we would like to hear from you. All applications treated in strict confidence.

1. SENIOR ANALYST/PROGRAMMER neg. £20k-£25k + car + benefits. More could be negotiated for highly relevant experience in financial services.
2. ANALYST/PROGRAMMER neg. from £15k

Please send adequate details with daytime telephone number to Peter Willingham, quoting reference LMR30, at Spicer and Pegler Associates, Friary Court, 65 Crutched Friars, London EC3N 2NP, or telephone 01-480 7766.



**Spicer and Pegler Associates**

Executive Selection

## SALES EXECUTIVE - TECHNICAL SOFTWARE

### NORTHERN EUROPE

BBN Software Products (UK) Ltd is a wholly owned subsidiary of an American research, manufacturing and consultancy corporation. We are a rapidly growing and highly successful company marketing technical software and are looking for an experienced Sales Executive who will be responsible for selling our RS Series of products in Northern Europe. The position will be based in Staines and will report to the European Sales Director.

The RS Series is a family of fully integrated, technical software and is installed on thousands of systems worldwide. It is used in diverse areas including research and development, production and quality control. The software features data analysis capabilities, graphics, statistics, models, quality assurance procedures and a full programming language. A wide range of options includes a statistical advisor and support sophisticated experimental design techniques.

The successful candidate will already have achieved success in high-end software sales (typical order value in excess of £30k). Experience of DEC VAX, IBM or Hewlett Packard software would be an advantage as would a second European language.

A substantial base salary is offered together with generous incentives amounting to on quota earnings of around £50,000. Other benefits include a company car and private medical insurance.

Please reply, enclosing a full cv to:

Mrs. Diane Gahan  
BBN Software Products (UK) Ltd  
29 - 31 Kingston Road  
Staines  
Middlesex TW18 4LH

## Tovarish Collins has a Soviet success

A book on Structured Systems Development by Garf Collins, managing director of BIS Applied Systems, has been translated into Russian by a Moscow publishing house, Finansy i Statistika.

More than 20,000 copies of the book have been printed in the Cyrillic script for students studying information technology in Eastern Europe.

Structured analysis, design and programming methods are used in the development of complex computer software.

Mr Collins said: "The book describes how to go about developing large computer systems from start to finish."

Since the Soviet Union signed the international copyright convention, it has paid publishers for the rights to translate and publish western books in Russian.

Mr Collins and his wife, Gillian Blay, who co-wrote the book, are unlikely to become rich on the Soviet royalties, however, which went for 1,400 roubles - around £1,400.

## Press-button mortgages

By Matthew May

Getting a mortgage via an American computer firm may seem a new twist to the liberalization of the financial sector.

But last week Digital Equipment announced it is to set up a value-added network designed to link financial groups such as banks, building societies and insurance companies with brokers, estate agents and solicitors.

The idea is that customers will be able to get instant confirmation of mortgages and life insurance through a terminal, by-passing application forms.

"The services will be a considerable advance beyond simple information, quotation and data transmission services currently on offer," said Patrick Hedgeland of DEC.

"Financial advisers will be able to review, select, quote and complete transactions while the customer is still in the office."

Its debut will have to wait until next January when the Financial Services Act comes into effect, but Britain is well ahead in the burgeoning market for such value-added networks, now commonly referred to as VANS.

The market for such services is predicted to rise in value from a current European turnover of around £120 million to more than £3 billion by 1992.

Last year, the Government decided to soften regulations on such network operators, and the Department of Trade and Industry is spending £14 million on a two-year project, called Vanguard, designed to increase concept awareness.

The potential power of computer firms supplying technology for the networks and running the distribution of information caused the Government to refuse permission for IBM and British Telecom to set up a network in 1984 because it feared it would stifle competition.

### EVENTS

- Scottish Electronics Technology Show, today until Thursday, Scottish Exhibition Centre, Glasgow (01-881 5051)
- Networks 87, today until Thursday, Wembley Conference Centre, London (01-868 4466)
- Comdex International, Nice Exhibition Centre, Nice, today until Thursday (010-33 14 788 5048)
- PC User Show, Olympia, London, June 30-July 2 (01-808 1161)
- Amstrad Computer Show, July 10-12, Alexandra Palace, London (061-486 8835)

### IBM RECRUITMENT CONSULTANT

We are an expanding agency specialising within the I.T. Ind for IBM Systems Professionals. There is a strong emphasis upon the financial sector as we have many prestigious clients within the ex. mkt.

If you have prev exp, or would like to move into this progressive field, are ambitious and articulate read on! We will expect you to have exp of the recruitment industry, personnel or computer but the best will be graduates in those with knowledge of the Micro Computer Industry. More exp will be a bonus under your own initiative and be self motivated. We will help this motivated person with an excellent salary plus a very gen comm structure with ongoing training.

Contact Jayne Boynton on 01 499 4595 and credit on 01 492 4502  
Haltick, 18 James Street, London W1M 5HN.



## HORIZONS

A guide to  
career development

## Bridging the career gap

At a time when the country is facing a severe shortage of expertise in industry, many highly qualified women who left their jobs to start a family are finding it difficult to resume their careers.

**Joan Llewellyn Owens**  
reports on what's being done



Hunting answers: Lady Platt, chairman of the EOC

Britain faces fierce competition from abroad in the technology and service industries. Our growth and competitiveness are likely to be hindered by skills shortages, and yet every year large numbers of women, many of them highly qualified, leave the workforce, perhaps never to return, or possibly to a lower level post.

They leave to have a family and unless this career break is better managed than up to now, and more women are persuaded to return, the shortage of talent will get worse.

This was the theme of a conference organized by the Careers Research and Advisory Centre in association with the Equal Opportunities Commission and the Engineering Council.

The demand today is for a more knowledge-based workforce, not only in industry but throughout business and commerce. Where are the people to come from? The pool of 18-year-olds is growing smaller, from 900,000 in 1981 to a projected 600,000 in 1995.

Lady Platt, chairman of the EOC, said at the conference: "The short-term answer to the problem must lie in maximizing the talents of the existing workforce. Helping women to bridge the career break, to combine responsible family life and career makes good commercial sense. Expensive investment in education, training, and in-house expertise is not lost either to the employer or the employee."

A career break, she added, could also be a marvellous opportunity for mature women to acquire new or changed qualifications. Many of them did not have the opportunity when they were young.

Several speakers referred to the loss of confidence experienced by many able women who had been away from work for even a short period. They felt that technology had passed them by, and to get back into high-tech was difficult.

Leslie Morphy, author of *Career Change*, said that women returning to work, like men and women affected by changes in technology, unemployment or redundancy, would have to consider retraining or training for the first time, and were likely to need help.

Some help is available but not as much as needed. There are Access courses, preparing for higher education; New Opportunities for Women (NOW),

courses to help women to return to education, training or employment; Wider Opportunities for Women (WOW), to assist women to return to paid employment and usually covering traditional areas of women's work; or courses to encourage women to enter areas such as computing, electronics, management, enterprise, and non-traditional trades such as carpentry and plumbing.

Women are also eligible for the Manpower Service Commission's Job Training Scheme, and for distance learning via the Open Tech.

For women without A-levels in maths and physics wanting to read engineering, conversion courses are run by several colleges. Huddersfield Polytechnic provides a one-year technology foundation course for women which can be used either as an access course to further and higher education or as a method of improving job opportunities.

Suitably qualified women engineers, scientists or technologists who wish to return to employment after a period of domesticity can take the Women in Technology course run by the Open University.

Such a course "enhanced my confidence considerably", said Jackie Carpenter, a project planning engineer featured in the Engineering Council's video, *The Other Half*. Her career break, having two children and looking after them until the second reached school age, lasted eight years.

Another project to help qualified women was outlined by Professor Daphne Jackson, dean of the Faculty of Science at Surrey University and the co-ordinator of the Fellowship Scheme for Women Returners to Science and Engineering.

The objective is to provide retraining opportunities for women to regain the expertise and self-confidence necessary

to conduct advanced research, and so to be competent to compete on equal terms with men for permanent academic posts or senior research posts.

Professor Jackson also told of a Register of Returners, to be set up by the end of 1987. This would be used by employers seeking staff for industry.

All speakers emphasized the need for more employers to make provision for planned career breaks for their women staff. Some firms and organizations already have well thought-out schemes. These include NatWest, Barclay's and the Midland Banks, ICL, Boots, several government departments and some local authorities.

John Shrigley, director of personnel services with Marconi, described the company's scheme for professional and technician engineers. Salient points included the payment of a retainer for up to five years as a contribution towards annual institute subscriptions, cost of journals and travelling expenses to conferences/seminars; the opportunity to attend technical up-dating courses; the arrangement of a period of at least one month's work a year; special consideration for re-employment within five years of taking a break; updating and refresher courses if needed; and the possibility of working part-time, flexible hours, or working from home.

Planned career breaks are in employer's and employee's interests. Dr Kenneth Miller, director general of the Engineering Council, said: "A positive approach to career breaks can help to increase the competitiveness of a company and enable it to increase its return on the investment of engineers and technicians and other key personnel who have completed their initial training."

Each year 200,000 women return to work. *Returning to Work: Education and Training for Women* provides information about 1,400 refresher and updating courses. Compiled by the Women Returners' Network and published by the Longman Group, it costs £5.95 at bookshops.

## PUBLIC APPOINTMENTS

Opportunities for  
Legal Staff are  
Better in Bromley

Do you want to

- ★ join an expanding legal service?
- ★ work on a range of interesting key issues?

We can help you

- ★ Kent is a marvellous place in which to live
- ★ Removal and other expenses package - from outside SE England up to £6,000 and £75 a week lodging allowance.
- ★ Linked salary grades enable achievement to be recognised and permit internal progression if merited.

Assistant Solicitor or  
Principal Legal Assistant  
£12,690 - £15,600

This post is the Child Care Litigation team created especially to work closely with the Social Services Department in a growing and important sphere of child care work. The post will provide valuable experience for any Solicitor wishing to qualify for child care panel.

Applications are also invited from unadmitted staff who are experienced in local authority child care litigation.

You should be able to work under pressure and have the flexibility to undertake litigation outside the child care sphere as workload requires.

You must be a car user and a car allowance will be payable.

Discuss the opportunities we can offer by telephoning 01-464 3333 ext. 3282 to speak to Richard Pugh, The Borough Secretary, or Amanda Lynch, The Principal Managing Solicitor.



THE LONDON BOROUGH

For further information and an application form please contact Chief Personnel Officer, Bromley Civic Centre, Rochester Avenue, Bromley, BR1 3UH. Tel: 01-290 0324 (24 hour answering service). Please quote Ref. A298.

Closing date: 1st July, 1987.

Hertfordshire  
County CouncilFINANCE DEPARTMENT  
GROUP  
ACCOUNTANT  
Up to £17,763 per annum

Join us and you will be right at the heart of some of the most exciting and interesting developments in the country today.

As a County we allow our staff full rein for their abilities and this senior appointment will provide excellent opportunities for future career progress.

Reporting directly to the Senior Assistant County Treasurer you will be responsible for providing financial advice and services to senior service and finance department management and for the management and direction of a group of professional and support staff.

We are seeking a fully qualified Accountant with appropriate post qualification experience. You should be an effective communicator and possess leadership and management skills together with professional credibility of a high order.

Based at County Hall in Hertford we offer attractive benefits including a relocation package worth up to £7,000 incorporating a mortgage subsidy scheme.

For an informal chat, phone Stephen Sympson on Hertford (0992) 555330. For further details and an application form ring Hertford (0992) 555307 (24-hour answering service). Please return completed forms to the County Treasurer, County Hall, Hertford SG13 8DQ. Closing date for returned applications is 26 June 1987.

We are an Equal Opportunity Employer. 72C

Assistant Solicitor/  
Legal Executive

£12,690 - £15,600

An experienced Solicitor or Legal Executive is needed to work in a small team dealing with two exciting new projects - Phase 2 of the Bromley Relief Road and a multi-million pound shopping and leisure scheme in the Town Centre. This is a permanent position and work will be reallocated once the projects are completed.

Experience in compulsory purchase, inquiries, commercial conveyancing, planning or road closures would be an advantage. An attractive relocation package is offered.

Closing date: 1st July, 1987.



THE LONDON BOROUGH

For further information and an application form please contact Chief Personnel Officer, Bromley Civic Centre, Rochester Avenue, Bromley, BR1 3UH. Tel: 01-290 0324 (24 hour answering service). Please quote Ref. A242.

## Senior Legal Assistant

Are you

- ★ ready to tackle a heavy and varied conveyancing workload?
- ★ a member of the Institute of Legal Executives?
- ★ able to work under pressure with the minimum of supervision?

Do you want

- ★ salary up to £13,035?
- ★ an opportunity to broaden your experience in a busy legal section in London's largest borough?
- ★ to work in an office set in extensive gardens and grounds but still in Bromley town centre?



THE LONDON BOROUGH

Then Contact us for an application form by telephoning Chief Personnel Officer, Bromley Civic Centre, Rochester Avenue, Bromley, BR1 3UH. Tel: 01-290 0324 (24 hour answering service). Please quote reference A243.

Closing date: 1st July, 1987.

AFRC INSTITUTE OF FOOD RESEARCH  
READING LABORATORY  
HEAD OF LABORATORY

(Readvertisement)

Applications are invited for the post of Head of the Reading Laboratory of the AFRC Institute of Food Research. Candidates who have already applied will be considered further.

The three Laboratories of the IFR, at Reading, Bristol and Norwich, have an integrated programme of basic and applied research in the biological and physical sciences concerned with various aspects of the safety, quality and processing of food.

The Reading Laboratory has four research divisions: Biotechnology and Enzymology, Microbiology, Physics and Chemistry and Human Nutrition. It undertakes research relating primarily to milk and dairy products, oils and fats, beverages and confectionery, although much of the more basic work is not commodity related.

The Head of the Laboratory will be responsible for the day-to-day operation of the Laboratory and will be accountable to the Institute's Director of Food Research. However, a primary responsibility of the successful candidate will be the scientific management and coordination of the more biologically orientated research within the three Laboratories. This includes work in food microbiology and biotechnology and on the nutritional value of food.

He/She will be employed by the AFRC but will have the status of Professor in the University of Reading and be a member of the University Senate.

A new building for the Laboratory is to be established at the University of Reading and planning for this is about complete.

Candidates should have qualified in food science or the related underlying scientific disciplines and have a distinguished record of research, together with experience in the management of research. Experience in microbiology or biotechnology would be a particular advantage.

This is a grade 5 post with a salary in the range £23,730 to £27,865 (pay award pending).

Requests for further details and application forms should be sent to the Secretary, AFRC Institute of Food Research, Shinfield, Reading RG2 9AT. Closing date for applications 8 July 1987.

COMPUTER  
MANAGEMENTSystems Manager  
£15,567 - £16,773 pa  
Senior Systems Analyst  
£12,519 - £13,506 pa

The Systems Manager will be in charge of a Section of 8 people. Main responsibilities cover co-ordination of systems development, user training and development aids. The person appointed will be experienced in systems and programming, and have a flexible approach to systems development. The Senior Systems Analyst will deputise for the Systems Manager and be responsible to him/her for the work of a project team. A minimum of 4 years Systems Analysis and Cobol programming is required. The Council has a Sperry System 80 model 8 computer, and over 50 micro-computers, and is committed to the expansion of computer systems wherever appropriate. The attractive Council offices are situated in Farnborough and excellent conditions of service include flexible working, generous relocation package, and inflation-proofed pension.

Application forms and job description available from the Personnel Officer, Council Offices, Farnborough Road, Farnborough, Hants GU14 7JU. Tel: Farnborough 516222 ext 206, to be returned by 3rd July, 1987.

Interviews will be held on either 9th or 10th July, 1987.

RBF

Borough of  
RUSHMOORCOLCHESTER  
BOROUGH COUNCIL  
Town Clerk and Chief  
Executive's Department

## Articled Clerk

Scale 4/5: £7311 - £9216

Applications are invited from Graduates who have passed the Law Society's Final Examination or expect to pass this year.

This vacancy affords an opportunity to gain experience over a wide range of legal work including litigation, conveyancing, planning, local government administration law and general administration.

If you would like to discuss the post informally please telephone Mr. G. White, Deputy Town Clerk on Colchester 712201.

Application forms and further details available from the Personnel Section, Town Hall, High Street, Colchester. Telephone: 712246. Closing date: Friday, 26th June 1987.

WEST LONDON HEALTH AUTHORITY  
St. Thomas' Hospital  
London, SE1Health & Safety Adviser  
£10,877 - £12,085 inc. pa

This key post has been established within the Acute Unit, in recognition of its obligations in respect of Health and Safety.

You will be responsible for the provision of Health and Safety Advice to Managers and staff across all disciplines and for co-ordinating the implementation of good practice throughout the Unit.

You will be based at St. Thomas' Hospital, London, SE1.

Applicants should preferably hold a relevant qualification.

Informal enquiries will be welcomed by Derek Mechen, Support Services Manager, Telephone 01-928 9292 extn 3055.

For an application form and job description please write to the Personnel Department, St. Thomas' Hospital, Lambeth Palace Road, London, SE1 7EH or telephone our 24 hour answering service (Monday to Friday) on 01-261 1185 quoting the job title and job reference P/65.

Closing date for completed applications is: 29th June 1987.

AN EQUAL OPPORTUNITY EMPLOYER

UNITED KINGDOM CENTRAL COUNCIL  
UKCC Deputy Manager

Management position in computerised records department  
Salary £11760 - £14443.  
Situating near Oxford Circus.

For further details ring 01-637 7181

## FRIENDS OF THE ELDERLY

Resident Warden and  
Assistant Warden

Owing to retirement, we have two posts available at our rather special homes, mainly for retired professional people, located at Hampshire and Surrey.

A nursing background and/or proven care experience together with sound administrative skills are essential, but as important is the ability to manage staff and to establish good relationships with residents and their families.

Benefits include competitive salary, attractive pension scheme and accommodation arrangements.

Please apply with full CV to:

The General Secretary  
Friends of the Elderly  
42 Ebury Street  
London SW1W 0LZ  
Tel: 01-730 8263

An Equal Opportunities Employer

## COMPUTER APPOINTMENTS

## DHL

## Service Bureau Manager

## BAHRAIN

- TAX FREE SALARY ■ ACCOMMODATION
- LIVING ALLOWANCE ■ CAR ■ FREE TRAVEL

DHL is the world's leading international courier service with offices in over one hundred and eighty countries. They are currently developing and implementing new global fourth generation total systems.

There are nine major hubs, strategically located around the world, that support over one hundred IBM System 36's, in addition to various mini's and micro's. These communicate via a third party Value Added Network, and DHL's own developed network.

The Service Bureau Manager will be fully responsible for Management Information and Computer Operations within the Bahrain region, which supports the whole of the Middle East. Additional duties will involve liaison with satellite offices, control of the communications switching centre and running Hub Technical Services and information systems.

The ideal applicant will have a good understanding of IBM system 36 and have had managerial/administrative experience within an Operations environment. The successful candidate will be based in Bahrain for an initial 2-3 year period and will then have the option of relocation to other regions, including England.

The position is open to single and married candidates and offers an excellent TAX FREE salary plus a generous living allowance, high quality living accommodation, health care, car and fully paid air fares. There are quality American and English schools catering for most religious denominations and the local amenities and facilities are excellent.

Please call our advising Consultant for a confidential discussion and immediate interview.



24 hrs 01-439 8302  
01-437 5994  
21 CORK STREET LONDON W1X 111B  
Evenings & Weekends  
01-309 7530 & 0353 27703

PROPOSED NEW COLLEGE  
OF FURTHER EDUCATIONPRINCIPAL  
DESIGNATE

Applications are invited from suitably qualified and experienced candidates for the post of Principal Designate of a new college of further education to be formed from a merger of North Worcestershire College (Bromsgrove) and Redditch College of Further Education. The college will be in Bromham Group 7, and the salary will be at the top of the range (at present £27,045 per annum pending the new salary agreement).

Candidates will be expected to have academic or professional qualifications of high order, and also to have successful teaching and management skills in education, coupled with industrial/commercial experience, or to have had an overriding managerial experience in the wider field of industry and commerce.

The target date for the merger is 1 September 1988, but it is proposed to appoint a Principal Designate from as early a date as possible to enable him or her to take a leading role in the planning and implementation of the merger.

Application forms and further details are obtainable from the County Education Officer (Ref FES/KDB), Castle Street, Worcester, WR1 3AG, to whom completed applications should be returned no later than 7th July 1987.

Hereford and Worcester  
County CouncilPRIME ANALYST/PROGRAMMER  
AVON

UP TO £13,260 (pay award pending)

Your main role will be to participate in the support and development of computer applications on the Department's PDSME 8555 mini computer and its associated hardware. You will also be responsible for the design and development of new computer systems.

You will need to have had at least three years experience in data processing and you should be proficient in FORTRAN 77.

Applicants will normally be expected to have a degree in computing or a related discipline, or be members of the British Computer Society.

The salary range for the post is £11,804 to £13,260 which includes a market factor of three increments and the starting salary will depend upon the level of experience and qualifications.

You will be working in an attractive part of the country as well as having the following employment benefits:-

- Substantial relocation package available where appropriate.
- Excellent conditions of service with up to 25 days holiday and 11 public holidays.
- Good wide ranging experience of computer services in a major technical department.

Applicants should send their applications with further details from Director of Personnel Services, Avon House, The Haymarket, Bristol, BS99 7JH, or telephone Bristol 289565 (Anonymous on this number after office hours).

Please quote reference number EN6/8545/when talking for names which must be returned by 10th July 1987.

Applicants should be prepared to accept a transfer to any part of the County Council.

Avon is an Equal Opportunity Employer. We are committed to the principle of equal opportunity for all, regardless of race, sex, disability or sexual orientation.

Avon County Council

Avon County Council

Avon County Council

## COMPUTER APPOINTMENTS

## SOLUTION SALES

Financial, Distribution, Retail and Manufacturing  
SENIOR SALES TO £20K Base  
MAJOR ACCOUNTS 1370 OTE  
EROK Top Earner

This highly motivated sales representative will be responsible for the sale of computer solutions to a wide range of businesses. The successful candidate will be based in the South East of England and will have a minimum of 5 years experience in sales.

Interested candidates should send their applications to: City Recruitment Consultants, 28, Hammersmith Road, London W6 7SD.



01-481 1066

## PUBLIC APPOINTMENTS

01-481 1066

# EMA ENGINEERS' AND MANAGERS' ASSOCIATION

## National Research Officer

Following the promotion of the existing occupant, applications are invited for the post of National Research Officer of the EMA.

The EMA represents professional, scientific, technical, managerial and allied staffs in electricity supply, shipbuilding, engineering, aerospace and other industries. The successful applicant will head the existing Research Department, and will be expected to undertake the full range of research and information work needed by a trade union, carried out to a high professional standard. There is a major requirement for quality research on issues such as energy policy, industrial structures, taxation and industrial relations legislation. There are also representational responsibilities.

Applications should have a degree in economics, statistics or one of the social sciences, or be of a similar standard of ability. Experience of trade union work and/or industry is essential.

The current salary is on a scale from £19,141 to £22,202 plus £386 responsibility payment. There is a contributory superannuation scheme. Starting salary may be above the minimum, depending on circumstances.

Applications should be sent to the

General Secretary  
Engineers' and Managers' Association  
Station House  
Fox Lane North  
Chertsey  
Surrey  
KT16 9HW

to arrive no later than 8th July 1987.

Further details will be sent on request.

# ilea Working in Education

## CENTRE FOR URBAN EDUCATIONAL STUDIES

### Director - Language Division

Applications are invited from suitably qualified and experienced teachers for the post of Director of the Language Division at CUES. Salary equivalent to Headteacher Group 7. Post no. 535. Closing date: 3rd July 1987.

TEXTILES TEACHERS' CENTRE  
Clapham Road, SW9.

## Warden

Applicants equivalent to Headteacher Group 6. This full-time permanent post is vacant from 1st September. Applicants should have a minimum of 10 years' teaching experience in the schools area of fashion/textiles, preferably at secondary level and have proven administrative and organisational abilities. Work will focus on the development of design within textiles and the organisation of appropriate INSET courses across the Authority.

Post no. 645. Closing date: 3rd July 1987. Further details and application forms are obtainable from and returnable to: Personnel Officer, Room 64, The County Hall, London SE1 7PS. Tel: 01-532 1002/5. Please quote post no.

Inner London Education Authority  
An Equal Opportunity Employer

# GWENT HEALTH AUTHORITY

## TREASURER/DIRECTOR OF RESOURCES

The Authority is seeking a highly motivated Treasurer/Director of Resources with an expectation that he/she will exercise an executive responsibility for resource management and a proven ability at a senior level in a complex organisation will be sought.

The Health Authority employs 10,255 staff, has a combined revenue and capital allocation of £110m, and serves a population of 440,000.

He/she will lead a department of over 150 staff which includes the supplies function. It has highly developed computer networks linked to mainframe, has introduced IRIS, and an aptitude for the development of information technology is essential.

Enquiries to: Mr K.J. Redwood, Treasurer/Director of Resources, Telephone: 04955 2401.

Salary in the range of £23,331 to £26,838.

Application forms and job description and further information are available from: Personnel Department, Mamhilad House, Mamhilad Park Estate, Pontypool, Gwent NP4 0YP.

Closing date: 30th June, 1987.

# Litigation Solicitors

London up to £17,000

In meeting the needs of this diverse area, The Royal Borough of Kensington and Chelsea takes a highly professional and flexible approach.

This is reflected in the work of the Solicitor's Department which covers the spectrum of the council's civil and criminal litigation apart from planning and social services. We are now seeking further Litigation Solicitors to join a small specialist team undertaking a wide variety of litigation.

Advocacy in the Magistrates and County Courts is expected and attendance at Committee meetings is envisaged. Successful candidates will be enthusiastic, ambitious and able to work on their own initiative. As opportunities are at varying levels of experience, the backgrounds we seek will range from newly-qualified to several years' experience, not necessarily in local government.

Starting salary will be in the range £14,000 - £17,000 depending on experience. Along with other benefits a generous relocation package is offered, which includes our newly set up equity share scheme where up to 50% (to maximum £50,000) can be offered interest free towards the cost of your new property. The council will retain equity of the relevant percentage redeemable on sale or by arrangement.

For further information and an application form, telephone 01-937 5464 ext 2167. Alternatively write with full CV to: Michele Rosenberg, Personnel Officer, The Royal Borough of Kensington & Chelsea, The Town Hall, Hornton Street, London W8 7NX.



The Royal Borough of KENSINGTON & CHELSEA  
AN EQUAL OPPORTUNITY EMPLOYER

# CONTROLLER OF RESEARCH AND POLICY PLANNING

£25,000

This senior post has been created, following a review by consultants, to help the Society develop policies which will shape the future of the solicitors profession.

Reporting to the Assistant Secretary-General (Co-ordination), the postholder will initiate and coordinate research within the Society, drawing upon the expertise of the profession and the academic world. High academic qualifications, practical experience of team leadership, as well as the analysis and advocacy of policy options are among the attributes expected of the successful candidate.

Further particulars of the background to the appointment may be obtained by telephoning Dr A.N. Brice on 01-242 1222.

The remuneration package will include pension, life assurance, season ticket loan and generous relocation expenses where appropriate.

Applications outlining education, experience and achievement and quoting the names of three referees to be submitted by 29 June to Joyce Collinson, Personnel and Training Manager, The Law Society, 113 Chancery Lane, London WC2A 1PL.

We are an equal opportunities employer.



THE LAW SOCIETY

# FMBRA AND BAKING RESEARCH ASSOCIATION

## STATISTICIAN

We carry out research on behalf of the UK milling and baking industries. There is a vacancy in the Process Control and Mathematics Section for a statistician interested in applying his or her skills in the areas of mathematical, statistical and computing to a variety of problems, usually in collaboration with other scientists from a range of disciplines.

Applicants should have a good degree in a mathematical, engineering or scientific subject, together with some relevant post-graduate qualifications, such as an MSc in statistics, or experience, and an interest in applied statistics.

Initial salary in the range of £5000-£10000 pa depending on qualifications and experience. Further details may be obtained from the Company Secretary, FMBRA, Chorleywood, Herts WD3 6SN or by calling Dr. T. Peam on 05278 4111. Applications including a full cv should be submitted before 3 July, 1987.

# UNIVERSITY OF GLASGOW

## PERSONNEL OFFICER

(£11,450-£18,210)

Applications are invited for the post of Personnel Officer in the University of Glasgow. The Academic Personnel Officer deals with approximately 2,000 academic, administrative, research and other appointments and the successful candidate would be required to select in the provision of the full range of personnel services for the group.

Candidates should have several years' practical personnel experience and a large degree of initiative and the successful candidate would be required to select in the provision of the full range of personnel services for the group. The post is supervised and salary dependent on qualifications and experience. Further details may be obtained from the Director of Personnel Services, University of Glasgow, Glasgow, G12 8QQ, to whom applications (in confidence) should be sent, together with a full cv, by 10 July, 1987. In reply please quote Ref. No. 89/37.

# ROYAL COLLEGE OF DENTISTS

## SECRETARY TO THE FACULTY OF DENTAL SURGERY

Applications are invited from those with experience at senior level in a professional or educational institution for the post of Secretary to the Faculty of Dental Surgery. The work is concerned with the education, examination and training of dentists in the Hospital courses and increasingly in respect of general dental practitioners.

Salary within the range £18,000 to £21,000 on University Administrative scale. Apply in writing by submitting a curriculum vitae to: (Assistant Secretary (Personnel), Royal College of Surgeons in England, 35-43 Lincoln's Inn Fields, London WC2A 3PT. Tel: 01-405 3474 ex. 136 before 10 July 1987, from whom further particulars are available.

# ASSISTANT SOLICITOR

Up to £13,500 + Car Allowance

A broad range of activities including conveyancing, committee and court work, combine to make this a prime opportunity for a young, qualified Solicitor to develop both career and management skills.

You will assist the Council's Solicitor in all the Council's affairs and be required to attend some committees for which a knowledge of planning legislation would be an advantage. Relocation to this attractive area on the edge of the Cotswolds is eased by a package of up to £2,650.

If you would like an informal discussion, Mike Abbey, The Council Solicitor (ext 4286) will be more than happy to oblige.

For job description and application form, contact the Personnel Officer, West Oxfordshire District Council, Oak Lane, Witney, Oxon OX8 5LE. Telephone Witney 2941 ext 4285.

To be returned by 29th June 1987.

West Oxfordshire

# MEDINA BOROUGH COUNCIL

## PICK PROGRAMMER

Up to £11,271 per annum (pay award pending)

Medina Borough Council is a small local authority on the Isle of Wight with offices at Ryde, Newport and Cowes, and we are currently looking for a microdata (MDIS) programmer with DATA/BASIC experience to join and strengthen our Information Processing Team.

Our current hardware setup is based on a McDONNELL DOUGLAS N9320 with over 20 On-line terminals and several micros. We also link into a IBM mainframe.

The Isle of Wight offers an excellent environment in which to work and live. Property prices are cheaper than most areas of the South, and relocation expenses are available. If you have at least 3 years DATA/BASIC, PROC and ENGLISH experience and perhaps a knowledge of ALL, then we would like to hear from you.

Further details and an application form can be obtained from Max Burton, Personnel Officer, Town Hall, Lind St, Ryde, Isle of Wight. For an informal discussion phone either Merry Player, Information Processing Manager, or Rob Walton on Isle of Wight (0983) 520000.

# THE RHODES TRUST



## Warden of Rhodes House and Secretary to the Trustees

The Rhodes Trustees intend to appoint a Warden of Rhodes House and Secretary to the Trust, to succeed Dr. Robin Fletcher. Dr. Fletcher retires on 30th September 1988: the Trustees hope that his successor will be available from 1st October 1988 in order to travel extensively overseas in 1988/89.

The post carries general responsibility for about 200 resident Scholars, involving frequent contact with Oxford colleges and departments, and with the selection boards in the various countries from which the Scholars come. The Warden is responsible to the Trustees for the administration of Rhodes House and for maintenance of the building and, as Secretary to the Trustees, for all matters concerned with the business of the Trust.

Further particulars of the appointment, which is open to men and women who have appropriate university experience, may be obtained from the Warden's Secretary, Rhodes House, Oxford, OX1 3RG. Applications, addressed to the Chairman, The Rhodes Trust, at the same address, must be received by July 20th 1987.

# DORSET INSTITUTE OF HIGHER EDUCATION

## Department of Information Systems

## PRINCIPAL LECTURER/READER IN INFORMATION SYSTEMS

POST NO. 4780

Candidates should have sound experience in the development of Computer-based Information Systems. Previous teaching experience is not essential, however, the candidate must be able to demonstrate that he has successfully managed large projects.

Experience in one of the following areas is desirable:

Artificial Intelligence Knowledge Based Systems Information Systems Development Information Systems Management Database Computer Systems Software Engineering

Candidates with a strong research background may be considered for appointment as Reader in Information Systems.

Starting date: By mutual agreement

Salary: £14,784-£18,458 (Bar Point) - £18,588

Closing Date: 30th June 1987

Further details and applications forms are obtainable from the Staffing Officer, Dorset Institute of Higher Education, Wallisdown Road, Poole, BH12 9BB. Telephone Dorchester 0202 524111 Ext. 5031.

# ARTS SPONSORSHIP EXECUTIVE

The Association for Business Sponsorship of the Arts (ABSA) seeks an executive to run a new office to be set up in Belfast. The Executive will be full-time and promote arts sponsorship and administer a new matching programme for the arts in Northern Ireland, the Business Sponsorship Incentive Scheme on behalf of the government.

The successful candidate will preferably have experience in the fields of both business and the arts, have the ability to work on their own initiative and with people at a senior level. The executive will report to ABSA's Director in London and to a Northern Ireland committee.

ABSA is the independent National Association working with business and the arts to develop Arts Sponsorship in the UK.

Salary between £9,500 - £12,000 (under review)

Applications in writing with full cv. and two references by June 26 1987, to: The Director, ABSA, 2 Chester Street, London SW1X 7BB.

This appointment was first advertised as a part-time position - all existing applications will be reconsidered for the full-time post.

# CHIEF EXECUTIVE AND CLERK'S DEPARTMENT

## Assistant Solicitors

PO. 3-9: £12,555-£16,011 p.a. (Salary award pending)

We are looking for two able and enthusiastic solicitors or barristers (either qualified or soon to be admitted), who have been working in the public or private sector, to join a team of young lawyers working in the following fields: consumer protection, environment, education, High Court and County Court litigation, child care and advocacy.

The County Council's offices are situated in the Cathedral City of Durham within easy distance of the finest countryside of Northern England including four National Parks. Housing is relatively inexpensive. The environment is congenial as is the working atmosphere which is friendly but busy. Application forms, returnable by 26.6.87, together with further particulars, from the Chief Executive and Clerk, County Hall, Durham DH1 1UL. Tel. Durham 386 4411, Ext. 2481.

Durham County Council is an equal opportunities employer.

Durham COUNTY COUNCIL

# PERSONAL ASSISTANT

The Director (Fundraising and Publicity) of a Third World Medical Charity wants a good Personal Assistant.

She is looking for a well-groomed graduate, between the ages of 26-35, with excellent secretarial skills to include shorthand at 90 w.p.m. and who is able on occasions to take responsibility for running the London office in Farringdon Road, and to represent LEpra at meetings.

For this interesting and demanding job we offer your own room in our new London office, pensionable salary from £10,500, plus LVs and 20 days holiday.

Please send your detailed CV to the Personnel Dept by 19th June 1987.

LEpra

Fairfax House, Causton Road

Colchester, Essex CO1 1PU

Personnel Department

# Nottinghamshire County Council

County Hall - West Bridgford Nottingham NG2 7DP

# ROYAL BOROUGH OF WINDSOR AND MAIDENHEAD

## ARTICLED CLERK

Salary up to £7,383 p.a. + car allowance.

Applications are invited for the post of Articled Clerk in my office.

This post offers an excellent opportunity to gain varied experience in a busy office carrying out a wide range of legal functions including conveyancing, litigation and advocacy.

Preference will be given to graduates who have passed all or most heads of the Law Society's legal examinations and who are enthusiastic and articulate.

The Royal Borough is beautifully set in the Thames Valley to the west of London with excellent road and rail links and can offer you:

The opportunity to work in a progressive and forward looking Authority;

Pleasant working conditions;

Closing Date: 26th June 1987.

Informal enquiries should be made to Bob Roemer, Principal Solicitor, on Maidenhead (0628) 33155, extension 2012. Application forms and further details are available from my Secretary at the Town Hall, St. Ives Road, Maidenhead, Berkshire, SL6 1RF, on extension 2014.

David Lunn Borough Secretary.

# LE COURT

Hampshire's Leonard Cheshire Foundation Home

for Severely Physically Disabled People

## HEAD OF HOME

Applications are invited from persons whose previous experience suggests that they have marked characteristics of unobtrusive leadership, human understanding and considerable administrative and business management ability.

Candidates should be between 35 and 55 years. Previous experience in Social Service type of work could be an advantage, but this is not essential. The Selection Committee will attach greater importance to the character, adaptability and background of the candidates and the degree of success they have achieved in whatever walk of life they come from.

Salary will be by negotiation, in the region of £15/£16,000 per year (according to age and experience). Applicants should preferably live locally.

This appointment falls vacant on 1st October 1987.

Please write for the Job Description and Application Form to:

The Head of Home,

Le Court Leonard Cheshire Foundation Home,

Gratham,

Lis,

Hampshire GU33 6HL

Closing date for return of completed application forms is 29th June, 1987.



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

## QUALIFYING IN 1987?

London/Provinces  
We welcome enquiries from Articled Clerks throughout the UK due to qualify in 1987 who would like the opportunity to discuss, on an informal basis, the opportunities open to them in private practice, both in Central London and the provinces. Positions in all fields of the law carry with them increasingly attractive remuneration and prospects.

## COMMERCIAL LAWYER

Reading  
Applications are invited from lawyers with up to 4 years commercial experience to join the small Corporate office of this major industrial manufacturer. The successful candidate will undertake a wide range of legal matters, including some insurance and compliance work. This is an exciting opportunity for someone wishing to further their career with a highly attractive salary.

For details of these and other vacancies, please contact John Collier or Judith Farmer.

## PROPERTY LAWYERS

Central London

We are currently recruiting on behalf of a number of clients seeking to strengthen existing property departments with quality lawyers at all levels. The work offered by a variety of practices ranges from domestic conveyancing to concentration on complex commercial property transactions. Many of these positions carry excellent partnership prospects.

## CORPORATE FINANCE

From £25,000 + Bens

On behalf of leading City Merchant Banks and Stockbrokers, we are recruiting high calibre lawyers to join expanding corporate finance teams. Applicants aged 26-32 will have gained quality post-qualification experience with a leading City firm of solicitors and will be required to demonstrate commercial awareness and excellent inter-personal skills.

## BADENOCH &amp; CLARK

LONDON • BIRMINGHAM • MILTON KEYNES

THE LEGAL AND FINANCIAL RECRUITMENT SPECIALISTS  
16-18 NEW BRIDGE STREET, BLACKFRIARS, LONDON EC4  
TELEPHONE: 01-583 0073 OR 01-587 0208 (EVENINGS & WEEKENDS)

## COMMERCIAL PROPERTY

Slaughter and May are looking for energetic young solicitors to work in their Property Department. The firm handles a wide range of commercial property work including institutional investment and development projects, commercial lettings and mortgages.

Salary and benefits will be attractive and will take full account of age and experience.

Applicants, who should be able to mix well into a friendly and hard working environment, should apply with full C.V. quoting ref PMJ1 to:-

Peter Morley-Jacob,  
Slaughter and May, 35 Basinghall Street, London EC2V 5DB

## SLAUGHTER AND MAY

## WOOD &amp; AWDRY

Long established Wiltshire solicitors are looking for a solicitor/barrister keen to specialise in tax planning to join their progressive private client team.

The work load is demanding and varied, involving a high degree of client contact. This is coupled with country life in unspoilt surroundings yet within easy reach of Bath, Bristol and London.

Remuneration and prospects are good.

Please write in confidence with Curriculum Vitae to William Wyldbore-Smith, Wood & Awdry, 3 St Mary Street, Chippenham, Wilts SN15 3JL.

## Commercial Solicitor

Opportunity for a young solicitor with general commercial experience gained either in industry or in private practice to join the legal department of a substantial and well-known construction company at their London Head Office. The successful candidate will handle commercial work ranging from the negotiation and drafting of construction contracts, commercial arbitrations, High Court litigation, and employment

law, to advising management on commercial matters such as the acquisition of computer equipment. There will be ample scope for the successful candidate to work alongside senior management and to become closely involved in everyday business problems. An attractive remuneration package will be offered, which will include a company car (or car allowance) plus free petrol. For more information, please contact Sonya Rayner.

## CHAMBERS AND PARTNERS

Recruitment Consultants  
74 Long Lane, London, EC1A 3ET  
Tel: 08951182 (01) 606 9371 Fax (01) 600 1793

## ASSISTANT SOLICITORS

Long established and expanding Leicester firm requires assistant solicitor with ability and commitment in the following areas of work:  
COMPANY/COMMERCIAL assistant to partners in all areas of corporate and commercial work including sale and purchase companies/businesses partnership insolvency and employment.  
CONVEYANCING assistant to partner in commercial transactions including leasehold and mortgage work.

LITIGATION assistant for challenging workload encompassing mainly civil matters, High Court and County Court, but with some opportunity for advocacy in the Magistrates Court. Excellent opportunities for the right applicants

Applications with full C.V. to  
STONE & SIMPSON  
37 New Walk  
Leicester LE1 6YE  
Reference CAM

## SOLICITORS

## Commercial Conveyancing

John Mowlem and Company PLC have two vacancies for Solicitors in the Company's Legal Department at the Head Office in Brentford, Middlesex, near the M4 Motorway.

The Legal Department establishment will comprise of five solicitors. The selected candidates will be based at Brentford and become members of the legal team which contributes a full legal service to the Mowlem Group of Companies. These positions will be in connection with commercial conveyancing. The appointees will therefore work in close conjunction with the Company's property division.

These positions will suit solicitors with experience of conveyancing, preferably commercial. Initial salary will be negotiable depending on age and experience ranging from circa £18,000 - £20,000 per annum, together with pension and life assurance scheme, generous holiday entitlement and other staff benefits. Suitable applicants are invited to write in confidence to Mrs Debra Bennett, Group Personnel Officer, John Mowlem and Company PLC, Westgate House, Ealing Road, Brentford, Middx TW8 0QZ.

## Mowlem



## ASSISTANT SOLICITOR

for the MERSEY DOCKS AND HARBOUR COMPANY

SALARY WITHIN THE RANGE £12,643/£14,851  
Mersey Docks and Harbour Company, the Port Authority and main Stevedoring Company for the Port of Liverpool, one of the U.K.'s major Ports, has a vacancy for an Assistant Solicitor.

The successful candidate will work as part of a small but busy team, dealing with an interesting and varied range of legal and commercial matters, including property leasing, conveyancing, employment, litigation, contract, and shipping law.

Whilst candidates will not be expected to have experience in all these facets, the emphasis will be on the areas mentioned.

A commercial outlook is essential and candidates should have not less than 3 years post qualification experience. An initial salary within the range £12,643/£14,851 is offered, dependent upon age and experience, together with a contributory pension scheme and attractive sick pay and annual holiday entitlements.

Applications in confidence should be sent in writing enclosing full C.V. to:-  
Personnel Department, Mersey Docks and Harbour Company, Port of Liverpool Building, Liverpool L3 1BZ, Merseyside, to be received by 30th June, 1987

## SOLICITOR

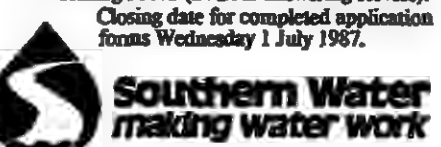
Circa £17,000

An opportunity exists for a young and enthusiastic solicitor to join a small team of lawyers based at Worthing who provide a comprehensive legal service to Southern Water's Headquarters and to its Divisions in Kent, Sussex, Hampshire and the Isle of Wight.

You are likely to be aged 25 to 30, qualified for 2 or more years and capable of undertaking a wide range of legal and commercial work in a vibrant industry.

The salary and benefits package is good and includes a car users allowance. Generous relocation expenses are available where appropriate.

If you would like to develop your career with a large progressive organisation, with a positive attitude to staff development, application forms and further details of the post are available from the Regional Personnel Manager, Southern Water, Guildbourne House, Chatsworth Road, Worthing, BN11 1LD or phone Worthing 31673 (24 hour answering service). Closing date for completed application forms Wednesday 1 July 1987.



## INTERNATIONAL BANK

is currently seeking an additional

## LEGAL ADVISER

preferably with a working knowledge of

## SPANISH

The successful candidate will assist with the origination and review of documentation and the provision of advice in all areas of retail, corporate, investment and international banking activities.

Experience in the financial services area an advantage, but applications are invited also from recently qualified solicitors.

Written applications, with detailed c.v., to:  
The Personnel Manager,  
Banco de Bilbao,  
100 Cannon Street,  
London EC4N 6EH.

## COVENTRY MAGISTRATES' COURT COURT CLERK

under training

Salary £6,939 to £10,545

Applications are invited for the above post from persons who have passed Law Society or Bar final examinations. Articles of clerkship would be available.

Applications giving details of age, experience and qualifications together with the name and address of two referees should reach me by 26th June 1987. Telephone enquiries may be made to 0203 25553 ext. 2712.

D.H. Kidner, O.B.E., LL.M.  
Clerk to the Magistrates' Courts Committee  
St. Mary's Hall  
Coventry, CV1 5RH.

## Stringer Saul

The continued growth of our busy commercial practice means that we are urgently seeking three capable, committed and energetic young Solicitors who seek to gain or broaden their existing commercial experience in a friendly and stimulating environment. All professional staff are offered a high level of responsibility and are encouraged to develop their own client portfolio at an early stage, to a degree not always found in larger Firms.

## PROPERTY DEPARTMENT

Two lawyers are needed for this Department which handles good quality work covering the broad spectrum of commercial transactions, including development and funding, investment schemes and all forms of letting. One post would suit a Solicitor of up to 3 years experience, whilst the other would be likely to suit a more recently qualified person.

## COMMERCIAL DEPARTMENT

One lawyer is sought to assist in this Department which handles a wide range of company and commercial work, with particular emphasis on corporate finance, new issues and Stock Exchange work. A working knowledge of public company practice, including the Yellow and Green Books, would be an advantage but Articled Clerks expected to qualify in the summer are encouraged to apply.

Remuneration will match the ability and experience of the successful applicant.

Apply with a detailed curriculum vitae to Alan Ashley, Stringer Saul, Marcol House, 293 Regents Street, London W1R 7PD.

## Assistant Company Secretary

£Attractive package

London EC4

For a successful financial services group which provides a wide range of specialised banking, treasury, investment management and other services. The group has expanded rapidly, both organically and through acquisition.

Reporting to the Head of Legal Department, you will assume responsibility for the day-to-day running of the secretarial function. You will ensure compliance with the Companies' Act and Stock Exchange regulations and provide research and advice on other legislation (eg the Financial Services Act), and its impact upon the Group's operations. Other duties will include preparation for and attendance at meetings of the main Group Board, and the Boards of a number of UK and Overseas subsidiary companies.

You are either a Lawyer with a keen interest in company secretarial work or a Chartered Secretary with appropriate experience, ideally in your late twenties to early thirties.

A background in financial services would be an advantage; an understanding of current developments within the sector is essential.

Salary is for discussion according to age and experience and benefits include subsidised mortgage, non-contributory pension and private medical insurance.

Please write - in confidence - with full cv and current salary to Lynne Stevens, ref A21172.

MSL Chartered Secretary, 51 Grosvenor Gardens, London SW1W 0AW.

## MSL Chartered Secretary

## COMMERCIAL LITIGATION

HONG KONG

Baker & McKenzie, Hong Kong, are looking to recruit commercial litigation solicitors with at least 3 years post qualification experience to join their fast expanding practice.

In addition to offering substantial remuneration, there exists excellent career opportunities for successful candidates.

Applications in writing with full c.v. should be sent to  
Blair Wallace, Baker & McKenzie,  
Aldwych House, London WC2B 4JP.

## BAKER &amp; MCKENZIE

## LITIGATION SOLICITOR

Keen, ambitious and vigorous litigator required for busy general practice in Romford. This post will offer opportunities for civil and criminal advocacy, and will suit a personable young solicitor of up to two years qualified experience.

Please apply with C.V. to:

C.B. Chandler  
Capstick-Dale and Partners  
6/8 Western Road, Romford  
Essex. RM1 3RB  
Tel: 0708 22466

## AMHURST BROWN MARTIN &amp; NICHOLSON St James's, SW1 PROBATE, TRUSTS TAX

We are seeking an able solicitor with five years probate, trust and relevant tax experience in a medium-sized firm of solicitors.

A competitive salary is offered.

Please write with full C.V. to:-  
Partnership Secretary  
Amhurst Brown Martin & Nicholson  
2 Duke Street, St James's  
London SW1Y 6BJ



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

## Bank Recruitment Advertising

An unusual dual rôle in...

## INTERNATIONAL BANKING

Our client is one of the most powerful Japanese banks, with a global branch network and a major, long established London presence.

Due to continued expansion, an opportunity has arisen for a recently qualified young Lawyer to assist and deputise for the bank's present Legal Adviser. In addition, the successful appointee will be directly involved in marketing the bank's services to a broad client base. Training will be provided in order to develop the necessary skills.

The ideal candidate will be a bright, energetic young Lawyer with a sound academic record, an analytical approach and outgoing personality. Linguistic ability, particularly in Italian or Japanese, would be helpful although not essential.

This appointment offers exceptional scope for career development with a prime financial institution. The remuneration offered will reflect these factors.

Please write initially to Joanna Davies, Executive Division, Anderson, Squires Ltd., 127 Cheapside, London EC2V 6BU. Please mark Ref. 748 on the envelope, indicating in a covering letter any banks to which you would not wish your application to be forwarded.

Financial Recruitment Specialists

Anderson, Squires

## WILDE SAPTE

## Young Lawyers

Over the last decade we have built substantially upon our long history of practice in the City. We are constantly developing our traditional strength in banking and finance and pursuing expansion into other significant areas of commercial practice. We seek young lawyers qualifying this Autumn to join our existing teams in the following Departments:

COMMERCIAL LITIGATION,  
PROPERTY,  
COMPANY AND COMMERCIAL  
AND TAX.

A sound academic background is important, but we look particularly for candidates who can demonstrate to us that they will be able to respond to the pressures of modern practice with real drive and enthusiasm. Previous City experience, while useful, is by no means essential.

Salaries and prospects are competitive and our style is friendly and informal.

Please write with full curriculum vitae (indicating which Department you are particularly interested in) to:

Malcolm Glover,  
Wilde Sapte,  
Queensbridge House,  
60 Upper Thames Street,  
London,  
EC4V 3BD.

## ROYAL LONDON INSURANCE

## Solicitor

Up to £19,500 p.a. (under review)

We are looking for a Solicitor to join our expanding Legal Department located at our modern headquarters in Colchester.

The work will be concerned principally with quality commercial conveyancing and lease work. The ideal candidate will have had at least one year's post-qualification experience in this field, although consideration will be given to an ambitious newly qualified solicitor with a commercial background.

The position offers individual responsibility and challenge coupled with excellent prospects for further career development.

Salary will be on a scale from £15,000-£19,500 depending on experience. In addition, generous fringe benefits are offered including a non-contributory pension scheme, concessionary mortgage, and first-class sporting and leisure facilities. Relocation assistance will be provided if appropriate.

To apply, please write with full details of qualifications, experience and present salary to: C. G. Cannings, Solicitor, The Royal London Mutual Insurance Society Limited, Royal London House, Middleborough, Colchester, Essex, CO1 1RA, marked "Private and Confidential, Ref. BES".

## A RARE OPPORTUNITY

is offered for a  
NON-CONTENTIOUS SOLICITOR  
to practise in the  
CITY OF SALISBURY, WILTS

The right young solicitor can tailor this post to his or her abilities, on a solid base of existing domestic Conveyancing work

We offer a good salary, and prospects, and the area offers the bonus of a high quality of life.

Write to the Senior Partner with a C.V.

BATT, BROADBENT & BEECROFT  
MINSTER CHAMBERS  
42/44 CASTLE STREET  
SALISBURY  
WILTS

With details of what you have to offer.

## SOLICITORS

HEAD OFFICE, MAIDENHEAD  
£15,391 - £19,011

(Entry to the scale will depend upon qualifications and experience)

Following the restructuring of the organisation of the Solicitor's Office, Southern Electricity is looking to recruit three Solicitors with a positive and responsive approach to lead in Litigation, Conveyancing and Commercial work.

Southern Electricity House is situated on the A4, three miles west of Maidenhead and only a few minutes drive from Junction 8/9 of the M4 motorway. Southern Electricity supplies more than 2 million customers and covers 6,500 square miles of Southern England.

## LITIGATION SOLICITOR

The Litigation Solicitor will have the conduct of all civil and criminal work on behalf of Southern Electricity and will lead a small and busy litigation team. The work is varied and interesting and the successful candidate will need to have a practical approach based on a sound understanding of the law.

## CONVEYANCING SOLICITOR

We are seeking a Solicitor with commercial/conveyancing experience and leadership qualities to head the Conveyancing Team. The work ranges over a large quantity of transactions including some of considerable quality.

## COMMERCIAL SOLICITOR

This is a new post. Ideally the successful candidate will have an interest in and experience of consumers affairs. In addition to the main work of supplying electricity, Southern Electricity has considerable contracting/retailing business, so that there is a great opportunity for a wide range of legal services and advice.

Benefits includes assistance with relocation expenses; a minimum of 25 days holiday per year plus 11 public and other holidays; staff restaurant; an active Sports and Social Club and staff purchase arrangements.

More information can be obtained by telephoning Derek Morris, Southern Electricity's Solicitor on 0628-82-2155 ext. 333. Applications must be made on standard application forms (no CV's) obtainable from Mrs Pamela Polak ext. 407 and returned to her at Southern Electricity House, Littlewick Green, Maidenhead, Berks. SL6 3QB quoting 22/87 but not later than July 3, 1987.

Southern Electricity is an Equal Opportunity Employer and all applicants are considered on the basis of their suitability for the job irrespective of race, creed, sex or marital status.

southern electricity

## Solicitor

## — Compliance

CITY — c.£22,500 p.a.

Eagle Star is one of the largest composite insurance groups operating in the UK with some 7,000 employees nationwide; overseas direct business has been developed in over 50 countries. By the end of 1986 Eagle Star's total investment portfolio amounted to some £7.5 billion.

A new appointment is being made in the Group Legal department in the City of London for an Assistant to the Group Solicitor. Initially your principal role will be to support the Group Solicitor in his role as Compliance Officer in ensuring that proper compliance systems are developed and monitored. However, it is anticipated that once appropriate compliance systems have been established your role will be expanded to include the wider range of the Group's activities.

The appointment calls for an ambitious commercially minded young Solicitor who has been qualified for at least two years and has some experience of corporate or financial work.

Eagle Star is part of the B.A.T. Industries Group — one of the world's largest industrial enterprises with operations in some 90 countries. Career prospects are excellent and the package of benefits, which includes car and concessionary mortgage schemes, is highly competitive.

Please apply in writing, with full C.V. to:  
I.M. MacInnes, Group Solicitor, Eagle Star,  
1 Threadneedle Street, London EC2R 8BE.



Eagle Star

## JEFFREY GREEN &amp; RUSSELL SOLICITORS

As a ten partner Mayfair Firm we offer an environment of challenge and opportunity for commercially-minded lawyers who wish to participate in the continuing dynamic growth of this Practice. The firm is dedicated primarily to the entrepreneurial business community, but has growing links with the institutions.

This is no law factory; the role of the individual is highly regarded and initiative is encouraged. In the context of the team-work now required to provide comprehensive advice to commercial clients.

We are currently looking for:-

## A Commercial Property Solicitor

The Property Department is very active in all areas of property work, but with special emphasis on property development and funding. The applicant should have Central London or like experience, of between one and three years, together with the ambition and ability to reach Partnership level.

Prospects are excellent, and a surprisingly high salary will be paid.

Please apply to Jonathan Hoggett, enclosing your C.V., or alternatively please telephone for a copy of our Career Guide, in confidence.

Apollo House, 56 New Bond Street, London W1Y 9DG.  
Telephone 01-499 7020

## SWINDON LITIGATION SOLICITOR

Ambitious, energetic Litigation Solicitor with first-class experience required by expanding firm in fast growing town set in glorious countryside. Above average salary and early partnership prospects. All applications treated in the strictest confidence.

Please write to J P D Hooley,  
John Hooley and Company,  
179 Victoria Road,  
Swindon SN1 3DF.

MAPLES and CALDER  
CAYMAN ISLANDS

We are a well-established and fast expanding firm of attorneys-at-law based in the Cayman Islands.

We are looking for a barrister to join our litigation department which handles commercial litigation for our offshore banking, insurance and corporate clients almost all of which involves international considerations.

The successful applicant will:-

be highly motivated and looking to receive the rewards of hard and interesting work;

have a good honours degree;

probably have three to five years relevant post qualification experience in established London Chambers.

The starting salary will be in the region of £40,000 per annum, commensurate with ability and experience.

There are no personal taxes in the Cayman Islands and living conditions are very attractive.

The Cayman Islands have a fused legal profession and the long term prospects are excellent. Interviews will be held in London. Please write by air mail, with your curriculum vitae, to:

Maples and Calder (Ref. at)  
Cayman International Trust Building,  
P.O. Box 809,  
Grand Cayman  
Cayman Islands,  
British West Indies.

## Commercial Lawyer

British Coal require an able young lawyer, preferably with two or three years' post-qualifying experience, to join the Commercial Branch of their Headquarters Legal Department.

The workload is both challenging and extremely varied, covering a wide range of company and commercial law, competition law, including European Community law, taxation and marketing matters. Additionally, Commercial Branch handles all legal work for British Coal Enterprise, the job creation subsidiary of British Coal, and venture capital investments for British Coal's Pension Funds.

An attractive starting salary is offered according to age and experience, together with benefits associated with working for a large organisation.

Please write, enclosing full CV, to:-

British COAL

Ronald V. Cowies, Legal Adviser,  
British Coal Corporation, Hobart House,  
Grosvenor Place, London SW1X 7AE.

## Intellectual Property

We are looking for lawyers to join our Intellectual Property and High Technology Group which deals with a broad range of tasks in the patent, industrial copyright, trade mark, passing-off and computer fields and many other related areas.

The work is a mixture of litigious and commercial matters and much of it has an international element; energy and enthusiasm are required together with the desire and ability to accept growing responsibility.

Applicants may be solicitors or barristers with up to 4 years' experience. Those still undergoing the qualification process will also be considered.

Salary and benefits will reflect the high qualities we require.

Please apply to Hilton Wallace enclosing full details of your career to date.

Lovell, White & King  
21 Holborn Viaduct, London EC1A 2DY.

LWK

LAWTEL - TODAY'S LAW TODAY  
REQUIRE REGIONAL SALES EXECUTIVES  
CIRCA £25K +

YOU may be a recent law graduate, legal executive or a disillusioned practitioner tired of routine but would like to stay in a law related environment and would rise to the challenge of a career move.

WE market a computerised research and information service for Lawyers. We are highly successful and about to expand rapidly. We want to hear from you if you are eager for a challenge and recognise the opportunities open to you in joining a growing company.

For further details telephone (0273) 624065 or write to:  
Lawtel, 221 Goodfield Road,  
Westbury-on-Trym, Bristol

ASA LAW LOCUMS  
LOCUMS

Locum Solicitors and Legal Execs urgently needed in all areas, in all disciplines. High earnings and travel and accommodation costs.

01-404 4741

ASA LAW, the Locum Specialists



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

Newly qualified? Qualifying shortly? In the right firm? Not convinced that you are in the right place for your ability and hard work to be recognised? If you want your training to continue and prefer to make a gradual transition to specialisation, then Titmuss Sainer & Webb will interest you.

Our rapid growth and excellent prospects are based on the development of specialist services. But our departmental structure leaves you with the choice of how and when to choose your specialisation within the main disciplines of

Company, Property, Litigation and Private Client work.

At Titmuss Sainer & Webb younger lawyers are able to select, either now or later, further training in one of our teams in the following fields:

- Mergers and acquisitions
- Corporate taxation
- Property development
- Employment
- Intellectual Property Litigation

If you are the right person, your key qualities will be ability, enthusiasm, a capacity to maintain the highest standards under pressure, and ambition.

These qualities are likely to flourish in the stimulating and friendly atmosphere at Titmuss Sainer & Webb.

Competitive salaries and comprehensive benefits are offered.

Interested? Please contact Dick Russell.

Young  
Lawyers  
at

**Titmuss Sainer & Webb**

2 Serjeants' Inn, London EC4Y 1LT Tel: 01-353 5242

### FINANCIAL SERVICES LAWYER

Salary £14,000 to £19,000 dependent upon experience

A Solicitor or Barrister is required by the rapidly developing Legal Department of a major Life Assurance company located in York.

Practical experience of life assurance law, taxation and trusts would be an advantage although newly qualified applicants would be considered.

This is a challenging opportunity for a commercially minded lawyer able to contribute effectively in a fast-changing environment. An attractive range of fringe benefits are on offer in addition to salary.

### General Accident Life Assurance

C.V. giving full details of education, experience, present salary and date available to:

R.J. WELSMAN  
HEAD OFFICE MANAGER  
GENERAL ACCIDENT LIFE ASSURANCE LTD.  
2 ROUGIER STREET, YORK YO1 1HR

### Partnership Prospects

## COMPANY & COMMERCIAL

Maidstone - c£25,000 + car

Our client, Argles & Court, is a substantial practice and covers the full range of company and commercial work including work considered the 'preserve of the City'. The client base includes:

- Banks
- Property developers
- Finance companies
- A newspaper
- Public companies
- Major estate agents
- An historic trust
- Substantial private & professional clients including firms of accountants
- A government agency
- Large wholesalers/retailers
- Manufacturing organisations
- Football Clubs
- A high tech USM company

The firm can offer the opportunity to work on a wide variety of company and commercial work including: The buying and selling of companies, businesses, shares and assets; the setting up of companies and partnerships, joint ventures, group reconstructions, franchise agreements; patents, corporate finance, employee share schemes, options and other profit-sharing arrangements plus some international work.

Benefits include relocation assistance, a car, private medical & pension schemes and good partnership prospects. For further details please contact Robert Thornhill on 01-626 9491.

**Richard  
Owen &  
Harper**

Recruitment  
Consultants  
9 Eastcheap  
London EC3  
01-626 9491

**Argles  
Court**  
SOLICITORS

## LEGAL ADVISER Head of the Legal Department of a major international Bank.

Not less than £30K + car

City

Crédit Lyonnais is a leading international bank with a significant and growing presence in the UK. Our services to corporate, institutional and private clients span a wide range of commercial and merchant banking activities.

As part of our UK management team, the Legal Adviser is involved in all aspects of our business, working in particular with the lending, commercial and financial sectors. In this role you will work closely with our Commercial Managers and the ability to communicate clearly and effectively is therefore essential. No less important are good interpersonal skills in handling relationships at all levels. Furthermore, you must be familiar with working in a commercial environment and have a practical approach to the solution of complex banking problems.

The ideal candidate is probably currently working in the banking or finance department of a large City firm of solicitors, or in the Legal Department of an international bank. He or she will have a good honours degree and will have been qualified between three and five years as a lawyer. Although relevant banking experience is essential, candidates with less or more experience than indicated should not be discouraged from applying.

Knowledge of French would be an added advantage.

Total compensation will depend upon age and experience but will not be less than £30,000 p.a. plus car and the benefits usually associated with a major bank.

If you are interested in this challenging role please write with details of your experience to:

Alan Beazley, Personnel Manager,  
Crédit Lyonnais, P.O. Box 81,  
84-94 Queen Victoria Street,  
London EC4P 4LX.



**CREDIT LYONNAIS**

### LAWFORD & CO

In our Personal Injury Department acting for plaintiffs we require legal executives and recently qualified solicitors for whom relevant experience in articles would be an advantage. Remuneration package negotiable.

Please write with CV to  
W.S. Stapleton, 15 Devereux Court,  
Strand, London WC2R 3JJ  
Tel: 01-353 5099.

In our Conveyancing Department we require a recently qualified solicitor for domestic and light commercial conveyancing. Remuneration again negotiable.

Please write with CV to  
G. Meyrick, 15 Devereux Court,  
Strand, London WC2R 3JJ  
Tel: 01-353 5099

We also require an Office Manager who will oversee the daily running of the firm.

Please write with CV to  
G. Meyrick, as above.

### • Meredith Scott •

**RANKING** to c.£45,000  
Respected position about EC2 practice needs solicitors preferably City trained and with up to 5 years post qualified experience in this field.  
**COMMERCIAL PROPERTY** to c.£35,000  
Major City practice requires a young solicitor with ideally up to 4 years post qualified experience in this area of work.  
**PENSIONS** to c.£35,000  
This recognised Central London practice requires 2 lawyers with at least 18 months relevant post qualification experience to join their expanding department.  
**PRIVATE CLIENT** to c.£30,000  
High calibre individual with at least 1 years relevant experience required by this medium sized firm with a strong reputation in this specialisation.  
**1987 QUALIFIERS** to c.£16,000

Intellectual Property with a leading law practice.  
Company/Commercial for respected major EC2 firm.  
Commercial Conveyancing for thriving medium sized EC2 practice.  
Commercial Litigation for highly regarded EC2 firm.  
Private Client work for established Central London practice.

For further details concerning these and other opportunities in private practice in London and the Provinces, please contact:  
01-583 0055

Meredith Scott Recruitment,  
17 Fleet Street, EC4Y 1AA  
01-541 3897 (after office hours)

### COMMERCIAL CONVEYANCER

We are looking for a commercial conveyancer with up to two years' post admission experience to work on a variety of stimulating and rewarding work. Salary to 18K.

Write with CV, or call  
Staff Partner  
North & Co  
15 Henrietta Street  
WC2E 8JX  
01 831 1031

### VIVASH HUNT

Requires Litigation Solicitor for their Worcester Park office to take over running of Litigation Department due to retirement of present Litigation Manager in September 1987. Advocacy experience an advantage. Definite partnership prospects for suitable applicant.

Please send CV to:  
Mr Bains at  
19/21 Central Road,  
Worcester Park  
or Tel: 01-536 1961

### WALLASEY MERSEYSIDE

WE REQUIRE - A solicitor for our Litigation department with bias towards personal injury, matrimonial and crime. Must be enthusiastic, energetic, ambitious with a down to earth approach.

WE OFFER - above average salary, including a car and excellent prospects in pleasant working environment.

Apply: R.J. Parton, Solicitors & Partners, 35 Wallasey Road, Wallasey, Merseyside.

### WILFORD, SMITH & CO. ROTHERHAM

Have a vacancy for a solicitor to supervise their Branch Office.

Partnership prospects for suitable applicant.  
Mr S.F. Wilford  
(0709) 361022

### SIMS COOK TEAGUE

SOLICITORS - BRISTOL

Are looking for solicitors to fill the following vacancies:-

- A. GENERAL PRACTITIONER  
2/3 years experience to manage branch office
- B. CONVEYANCER  
To specialise in busy residential conveyancing department (commercial, probate and agricultural work available if desired)

### TOP SALARY

will be paid to right applicants

Please write to or telephone:-

Gavin Teague,  
3, All Saints Court,  
Bristol BS1 1JN  
Tel: 0272 297749

### COUNSEL FOR BRISTOL

Guildhall Chambers (JAMES BLACK Q.C.) will welcome applications for a tenancy from able juniors of between 7 and 15 years call for Civil and Criminal work.

Telephone in confidence:

Clive Hurrell (senior clerk)  
0272 273366 or after 7pm 0272 845426

## International Chartered Accountants

### Private Client Services

This leading firm of accountants seeks additional high calibre solicitors to join its substantial and fast expanding private client department.

The ideal candidates will have a minimum of 2 years' post qualification experience including estate planning and personal taxation.

This is an excellent opportunity to join a highly successful, progressive firm. A generous salary package will be offered, including a company car at managerial level.

For further information, please telephone Steven Grubb on 01-831 2000 or write to him at The Legal Division, Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH. Strictest confidentiality assured.



**Michael Page Partnership**

International Recruitment Consultants

London Windsor Bristol St Albans Birmingham Nottingham Manchester Leeds Glasgow & Worldwide

A member of Addison Consultancy Group PLC

### Gabriel Duffy Consultancy

### SENIOR LITIGATION SOLICITORS

Central London firm requires litigation solicitors of at least 3 years post qualification experience to take on an interesting and varied caseload. No criminal work involved, the accent being on commercial and matrimonial matters. Applications considered from lawyers with specialist experience in either area or in general civil litigation. Excellent salary and working conditions.

### COMMERCIAL PROPERTY

There are vacancies within this successful London firm for Commercial Conveyancers of 1-3 years PQE. Applications are also invited from autumn qualifiers with some experience in property management, development and planning.

**SOLICITORS QUALIFYING IN 1987?  
BARRISTERS WISHING TO  
RE-QUALIFY?**

We can offer advice and some of the most rewarding career opportunities in London and the Provinces.

For further details please contact ANN GROTH on 01-831 2288 (days) or 01-352 0747 (eves & wends) or write with full CV to: Gabriel Duffy Consultancy, Legal Division, 31 Southampton Row, London WC1B 5HL.

### LAWRENCE JONES CITY

We have an immediate vacancy for a young SOLICITOR to undertake GENERAL CONVEYANCING - with some COMMERCIAL work.

The successful applicant should have a good academic background with up to FOUR YEARS' relevant experience following qualification. The applicant will form part of a young team and enjoy a demanding role and work under own supervision. We are offering excellent PROSPECTS with highly COMPETITIVE salary with fringe benefits.

Please apply with full CV to: Partnership Secretary, Lawrence Jones, 18 Eastcheap, London EC3M 3JL.

### EPSOM CONVEYANCING

Expanding firm requires a Solicitor for all types of conveyancing, including both domestic and commercial, and, in particular, building work. The successful applicant would preferably, but not necessarily, have some post-admission experience. Top salary according to experience.

Very pleasant offices. Apply with CV to: Mr B M Caporn, Epsom & Co, 111 Church Street, Epsom Surrey KT17 4JD.

### CONVEYANCER

Medium-sized City Practice, formerly Old Bailey, require Solicitor for Institutional Mortgage Finance work. Strong personality essential. Good salary. Congratulatory office atmosphere. Reply to BOX L24.

### BARRISTERS' CHAMBERS

Preston Barristers' Chambers require ambitious Deputy Clerk, preferably with 6 "O" levels (including English & Mathematics).

Please apply in writing to:

Mr Keith S. Thomas,  
14 Winkley Square,  
Preston, PR1 3JL.



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

## Legal Systems Experience?

We don't need to tell you that Information Technology systems are becoming a vital part of every legal firm's resources. We do however, need to convince you that your knowledge of the legal profession is a highly prized commodity which you could be using in the fast-moving and lucrative business of selling computers.

As one of the world's leading high-tech multinationals, our client is a strong contender for supremacy in providing advanced information systems to businesses in all commercial, financial and industrial markets. To further strengthen its position in the legal sector, the company wants to recruit a small number of Lawyers to train as Sales Executives. You won't need any previous selling experience, just a professional attitude, strong interactive skills and the energy and ambition to succeed in competitive markets.

After full sales and product training, you will not only be uniquely qualified to sell into large legal establishments, but you'll also have the advantage of selling superior and sought-after technology.

The career opportunities in this progressive and market-led operation are excellent. High salaries are supported by a company car and generous large-company benefits.

If you've never thought about

selling, think about it now.

Please send full career details which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.) Ref: J8078/TL, PA Advertising, Hyde Park House, 60a Knightsbridge, London SW1X 7LE.

**PA**  
PA Advertising

Lawyers:  
Attracted by the City?

As a high calibre solicitor or barrister you may be tempted by the attractions of a dynamic City practice, but you are just too busy to review your options.

Rather than making extravagant claims about Cameron Markby's growth and reputation, perhaps we could help by asking some pertinent questions:

- ☐ Are you achieving your career ambitions?
- ☐ Will your future work have substantial intellectual challenge, quality and scope?
- ☐ Are you being adequately rewarded?

Tempted? If so, write to me with a Curriculum Vitae or phone me up to 8.00 p.m. today for an informal discussion: Roy Lecky-Thompson, Personnel Director, Cameron Markby, Moor House, London Wall, London EC2Y 5HE. Tel: 01-638 4090.

**CAMERON MARKBY**

COMPANY  
LAWYER

A key role based in South Wales

Here's an opportunity for an ambitious lawyer to make an immediate and important contribution in an exciting, new environment with a successful and progressive company. We've been a leading force in our field for over 50 years and now we're making moves to meet the challenges of the future - including the strategic relocation of our headquarters operation to Merthyr Tydfil.

Join us here as Company Lawyer and, reporting to the Director of Administration, you'll have full responsibility for providing a comprehensive legal service to our UK operation.

Your duties will include the preparation of and assistance in the negotiation of commercial contracts relating to purchasing, licensing arrangements, joint research projects and property transactions. You will also advise in any litigation and such matters as patents, trademark, copyright, trade descriptions, industrial relations and customer claims, providing assistance to the London based Company Secretary as necessary.

Probably aged 28-35, you should be fully qualified and have 2-3 years' experience gained in commercial practice, backed by a suitable academic record.

Remuneration will fully reflect the high calibre of the individual we seek and the demands of the role. In addition, a car will be provided and relocation assistance will be given if appropriate.

Please telephone for an application form, or write with full cv to: L.G. McKellar, Personnel Manager, HQ and Field, Hoover plc, Dragon Parc, Abercrombie, Merthyr Tydfil, Mid-Glamorgan. Telephone (0685) 721000.

**HOOVER**  
Taking on tomorrow

## PAISNER &amp; CO

As a result of continuing expansion in our Property Department we are currently seeking a number of conveyancing lawyers:

- Two solicitors of up to one year's post qualification experience to handle a wide variety of commercial conveyancing matters.
- Three solicitors of between two and four years' post qualification experience to handle commercial conveyancing principally for public company clients. As least one vacancy will have potential for those interested in planning work although planning experience is not a pre-requisite.
- A senior legal executive (or conveyancer of similar experience) to handle a high volume of domestic and residential estate conveyancing/development work.

Applicants will need to be able to work with minimum supervision and show commercial aptitude ambition and capacity for hard work in a busy department.

We are offering competitive salaries and good prospects according to age and experience.

Applicants should write with a full curriculum vitae to:

**Christopher Adams**  
**Paisner & Co**  
**Bouverie House**  
**154 Fleet Street**  
**London EC4A 2DQ**  
**01-353 0299**

## Commercial Conveyancing

Up to 4 years P.Q.E.  
Salary: up to £30,000

Our Client, a resourceful and highly motivated London firm, with a broad based commercial practice, offers an outstanding opportunity for a lawyer of calibre to deal with a varied workload in relation to Commercial Conveyancing. This is an unrivalled opportunity which will suit those wishing to enhance their experience and future prospects. Candidates are asked to contact Alistair Allan in confidence on 01-629 4226 or write to him at the address set out below.

LEGAL SELECTION

160 New Bond Street  
London W1Y 0HR England  
Telephone 01-629 4226  
Fax 01-491 7459  
Telex 296942

**JAMES DAVIS**  
P & PARTNERS

## COMMERCIAL LITIGATORS

You will join a young team concentrating on commercial work for clients in the UK and abroad; part of your caseload will include marine and insurance disputes, with opportunities to work closely with our Paris office. Ideally you will have 2 to 3 years' experience and you will rapidly assume responsibility for your cases.

## RESIDENTIAL PROPERTY LAWYERS

Two additional solicitors with up to 2 years' post-qualification experience required mainly to undertake sales and purchases of London flats and houses, country houses and some Rent Act and Leasehold Reform cases. You would have an opportunity to do some commercial and estate/agricultural work.

## COMMERCIAL PROPERTY LAWYERS

Newly or recently qualified solicitors would join a team acting for developers, banks and trust funds dealing or investing in industrial and commercial premises. You would have the ability to cope under pressure with a wide range of work.

ESTATE AND AGRICULTURAL  
PROPERTY LAWYERS

Two vacancies have arisen for solicitors with 1-3 post-qualification experience who would like to undertake property work for large privately-owned estates in England and Wales. The work is interesting and demanding. You would be expected to have a good academic record and a sound knowledge of the relevant property law.

## MATRIMONIAL LAWYER

An additional solicitor with up to 2 years' experience required to join a specialist department dealing with mainly the more complicated cases of separation, divorce and related matters.

Our work is interesting and high value. If you are ambitious to succeed in an expanding firm, please write in confidence with full CV to Andrew Gerry Withers, 20 Essex Street, London, WC2R 3AL. Tel No: 01-836 8400.

**WITHERS**  
SOLICITORS



**SUN ALLIANCE**  
INSURANCE GROUP  
INCORPORATING PHOENIX ASSURANCE

This leading insurance group currently seeks a Barrister to join the legal team of their Estates Department based in Covent Garden, London.

You will be responsible for a wide variety of legal work providing both an advisory service to the department and liaising with the Group's external solicitors, consultants and other organisations. Specific areas of involvement will include investment acquisitions, new developments, funding agreements and advising on Landlord and Tenant, Planning and similar property legislation.

The successful applicant will be a qualified Barrister with preferably two or more years' relevant experience and will probably be no older than their early 30's. Applications from those without experience who wish to pursue a career in this area will also be considered.

A competitive salary commensurate with age and experience with excellent career opportunities is offered with this position.

For further information, please telephone Gary James on 01-831 2000 or write to him at The Legal Division, Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH. Strictest confidentiality assured.



**Michael Page Partnership**

International Recruitment Consultants  
London Windsor Bristol St Albans Birmingham Nottingham Manchester Leeds Glasgow & Worldwide  
A member of Addison Consultancy Group PLC



01-481 4481

## LEGAL APPOINTMENTS

01-481 4481

OGIER & LE CORNU  
ADVOCATES AND NOTARIES PUBLIC

We are a long established firm of Advocates based in Jersey who are currently looking for a

LITIGATION  
SOLICITOR/  
LEGAL  
EXECUTIVE

with not less than three years relevant experience to manage a busy and varied litigation department. Experience of commercial litigation including international disputes and injunctions would be an advantage.

A minimum three year contract would be offered to the successful applicant which would include a generous remuneration package plus accommodation.

Applications with a full C.V. should be sent to:

M.L. Sinel,  
Ogier & Le Cornu,  
P.O. Box 404,  
Pirouet House,  
Union Street,  
ST. HELIER, Jersey C.I.

## SENIOR SOLICITOR

c. £20,000 - Company Car  
London

NAARI, the civilian trading organisation of HM Forces, has a turnover exceeding £350m a year, operates throughout 12 countries and employs over 12,500 people. Its activities cover a broad spectrum of retail trading as well as the provision of credit finance and insurance facilities which produce a wide range of interesting legal work in such areas as contract, consumer, labour and property law.

We are currently looking for a Senior Solicitor to advise on such matters and to become involved in the day-to-day running of the legal department.

The successful applicant is likely to be a Solicitor or Barrister with several years' post qualification experience and an interest in working and developing within a commercial environment.

Please write with full cv to Nigel Towse, Personnel Recruitment, Imperial Court, 225 Kennington Lane, London SE11 5QX.

**Naafi**  
Serving the Services

**SEPTEMBER QUALIFIERS** TO £16K  
Leave it no later to start looking for new appointments on completion of articles. Because of holidays, July and August are slack months and to wait any longer is cutting it fine. Our clients, leading firms in the City and Central London, are now recruiting September

**TRUSTS AND PROBATE** C.£23K  
An eminent City practice with a first class reputation in the field of trusts, probate and personal tax planning seeks a Solicitor with a minimum of 3 years' post admission experience to handle a demanding caseload. There are definite prospects for the successful applicant.

**PERSONAL INJURY** & **COMPETITIVE**  
A medium-sized Central London firm wishes to recruit an experienced Solicitor to undertake personal injury litigation on behalf of both Plaintiffs and Defendants. As well as road accidents and industrial injuries, the workload would include appeals to the Criminal Injuries Compensation Board. The successful candidate will be joining a friendly and informal environment and can expect a competitive financial package.

**COMMERCIAL CONVEYANCER** TO £38K AAE  
We have been instructed by a major City practice to select and introduce a high calibre Solicitor with at least 2 years' PQE to join its substantial commercial conveyancing department. An excellent salary may be expected and will depend on experience.

**CONSTRUCTION LITIGATION** C.£25K  
A Solicitor of around 3 years' PQE is sought by a leading City practice for a varied and challenging workload which will include a significant amount of contract drafting.

**COMMERCIAL LITIGATOR** & **NEG**  
A well-known City firm seeks a Solicitor with up to 5 years' experience in all round commercial litigation to deal with a challenging caseload, including banking litigation, contractual disputes, passing off actions, and breach of copyright.

**COMPANY/COMMERCIAL** TO £25K AAE  
An excellent opportunity exists for a solicitor, qualified between 1-3 years to join a progressive and resourceful Central London practice wishing to expand its company/commercial department and offering a varied and high quality workload.

**Law Personnel**  
Staff specialists in the legal profession worldwide  
95 Aldwych, London WC2B 4JF Tel: 01-242 1281  
(telephone after office hours)

## LITIGATION EXECUTIVE

We require an experienced Executive to deal with P.I. work for Insurance Companies. Benefit include car, BUPA and Pension.

Apply to Mervyn Evans, Ennor Luby and Firth,  
6 Portland Street, Southampton SO9 2GN.  
Tel: (0703) 331371

## BARRISTERS' CLERK

Required for position of Senior Clerk in established London Chambers.  
Terms negotiable.  
Please apply with full C.V. in complete confidence to BOX A22.

## CIVIL LITIGATION

All-rounder required for Lincoln Inn Fields Solicitors, experienced and enthusiastic. Partnership prospects.  
CV PLEASE TO BOX A57.

## OUT OF TOWN

**WELSH MARCHES** & **ATTRACTIVE**  
A medium-sized practice urgently requires a Litigation Solicitor, to care a burgeoning caseload. Our client serves us that once relocated, no-one wishes to leave this beautiful location, which offers a combination of quality work and domestic lifestyle.

**EAST MIDLANDS** CIRCA £3K  
An ambitious newly qualified Residential Conveyancer, self-motivated, with good interpersonal skills is sought by a dynamic practice. His or her future employer, is justifiably proud of their reputation, which the successful applicant will be eager to maintain.

**CONVEYANCING** & **COMPETITIVE**  
This West Kent practice has an opportunity for a newly or recently qualified Solicitor to handle a healthy conveyancing caseload with modern technology. Prospects for the right person and a salary commensurate with Central London rates. Relocation assistance if appropriate.

**LITIGATION** TO £18K  
This is a young, progressive and expanding practice urgently seeking a hardworking and ambitious Solicitor, ideally 2-3 years PQE for its increasing, broadly based caseload.

The above vacancies represent a small selection of those available to our applicants nationwide.

**Law Personnel**  
Staff specialists in the legal profession worldwide  
95 Aldwych, London WC2B 4JF Tel: 01-242 1281  
(telephone after office hours)

Recruitment  
Consultant

£15-20,000 pa

If you are in your 20s, enjoy dealing with people of all kinds and have a friendly, outgoing nature that others seem to take to, we should like to hear from you. We are an established consultancy in Central London seeking to add to our team handling the recruitment of lawyers.  
Please send c.v. to Box A48.

North Yorkshire  
SCARBOROUGH

Experienced Legal Executive required to do mainly non-contentious work in a very busy general practice. Excellent salary for the right applicant.

Apply to:  
Harrison, Farnell & Grunwell  
Solicitors  
84 Westborough  
Scarborough,  
North Yorkshire  
YO11 1TS  
(Ref: TRF)

MATRIMONIAL  
LAWYER

We are an established and partner general practice in South Yorkshire who require a qualified solicitor with at least one year's post qualification experience to take over an already established workload of matrimonial work. Advise will be essential to join the Magistrates Court. Experience of, and/or a willingness to take on criminal work in the Magistrates Court is an advantage, but not essential. Apply with CV to:  
Messrs. Mills, Kemp & Brown  
Solicitors, 14 Huddersfield Road  
Barnsley, South Yorkshire S70 2LP

**ASSISTANT COMPANY SECRETARY** required by well-known City practice. Must be a qualified accountant. Non-qualified but experienced candidates considered. Please send CV to: Messrs. Wilson, Legal Selection Service, Drayton House, Drayton House, 100, Strand, London WC2R 0AH. Tel: 01-387 5400 or 01-740 0289 (evening/weekends)

PROVIDENT FINANCIAL GROUP PLC  
LEGAL DEPARTMENT

**SOLICITOR**—Commercial Conveyancing  
Provident Financial Group PLC, operates from many locations throughout the UK and has extensive interests in Financial Services including consumer credit, personal finance, insurance, estate agency, vehicle warranties and computer services sectors.

We are looking for a Solicitor who will report direct to the Group Legal Adviser. The successful applicant will:

- be engaged principally in the negotiation and successful completion of new and renewed commercial leases in close conjunction with the Group's Property Department, which manages a portfolio of over 700 properties;
- assist other members of the legal department with conveyancing aspects of corporate acquisition;
- assist in secured lending transactions for Group subsidiaries.

An attractive salary is payable dependent upon age and experience. Benefits include a car, share option schemes, a pension scheme, private health cover and other benefits associated with a large company. Relocation expenses will be paid where appropriate.

The appointment is based at the Group's Head Office in Bradford, West Yorkshire which is close to the attractive Yorkshire Dales countryside and to the national motorway network.

Please write with full CV, including current salary and benefits, to: Mrs S. Mearns, Personnel Manager  
**Provident Financial Group PLC**  
Colin Road, Surrogate Road, Bradford, West Yorkshire BD2 2Q

## TAXATION ROLE

Our clients, including major City practices and medium-sized practices in Central London, are currently looking for taxation specialists to develop and expand their existing tax departments. The corporate caseloads will be varied and may, if suitable, express a preference, involve some personal tax advice.

Candidates should be hardworking, highly motivated and have at least one year's relevant experience. As a prospective partner of the practices, personal qualities such as commitment and determination are very important, as is the ability to work without close supervision. Solicitors or Barristers will be considered equally for most positions and an ATII qualification will be a great advantage.

For further information on these and other legal vacancies in London and the provinces please contact:

CLAIRE WISEMAN on 01-387 5400  
01-740 0289 (Eves/Weekends)

## LEGAL SELECTION SERVICES

DRAYTON HOUSE, GORDON STREET,  
BLOOMSBURY, LONDON WC1H 0AN  
TELEPHONE: 01-387 5400

HORROCKS AND CO.  
SOLICITORS

We require additional young ambitious Solicitors/Barristers to join our expanding Shipping, Insurance and International Trade Practice.

Applicants should be willing to work in a friendly but demanding environment.

Salary will be commensurate with age and experience.

Please apply with full c.v. to:

Staff Partner  
Horrocks and Co.  
99 Aldwych  
London WC2B 4JF

BASINGSTOKE  
SOLICITORS  
SEEK DYNAMIC  
SOLICITOR

to be responsible for conveyancing with at least 3 years post admission experience. 5 week holiday, first class working conditions, salary package negotiable. Partnership prospects for the right candidate.

Please write with CV to  
BOX E77.

CONVEYANCING  
SOLICITOR

Required immediately by expanding firm in central London.

Must be ambitious, experienced in all aspects of Conveyancing and partnership calibre after a trial period.

Top salary for top applicant with a view Equity at an early stage.  
Reply to BOX C72.

## WOKING

We are looking for a Solicitor to undertake a range of commercial and residential conveyancing but also with some experience of civil litigation. Would suit someone with one or two years' post admission experience. Pleasant environment and excellent prospects for the right candidate. Salary £15,000 per annum negotiable. Apply to M.A. Pearson  
Harrington,  
Church Street West,  
Woking GU21 1DJ.  
Telephone Woking 23381

LITIGATION  
SOLICITOR

With some experience required for small but busy firm in Wokingham area.

Good salary according to experience.

Please phone

Mr. Mansford  
on 01-898 2022

## LEGAL

LEGAL: Senior Solicitor/Partner with experience, to 11K, 20163

PART - TIME Trust Clerk required for a major City practice. Must be a qualified solicitor or barrister. Salary £15,000 per annum. Apply to: M.A. Pearson, Harrington, Church Street West, Woking GU21 1DJ. Telephone Woking 23381

LEGAL: Senior Solicitor/Partner with experience, to 11K, 20163

LEGAL: Senior Solicitor/Partner with experience, to 11K, 20163

LEGAL: Senior Solicitor/Partner with experience, to 11K, 20163

LEGAL: Senior Solicitor/Partner with experience, to 11K, 20163

Ambitious,  
commercially  
aware solicitors

As one of the largest firms in the City of London the practice of Herbert Smith continues to expand. This has created excellent career opportunities. Our standards are high and we are looking for people with a strong academic background, a determined and enthusiastic approach to their work and an ability to relate well to both colleagues and clients.

Though large, we work in small groups which encourages a friendly lively spirit throughout the firm. The work is challenging and the demands are high.

## Company Department - 2 to 3 years qualified

This is our leading department, well known for its ability to undertake innovative and substantial company and commercial work. We are interested in outstanding candidates with two to three years' relevant experience.

## Litigation Department - qualifiers

We are proud of our reputation for litigation and have vacancies in our:

**PATENTS SECTION** - The section deals with all aspects of intellectual property, but we are particularly interested to hear from those with a good science background.

**INSURANCE SECTION** - This is a large section which deals with a wide range of major commercial litigation, often of an international character involving insurance and reinsurance.

**CONSTRUCTION SECTION** - The work involves both High Court litigation and Arbitrations at home and abroad and the drafting of contracts relating to major building and civil engineering projects, with (for those who wish it) a mix of more general commercial litigation.

## Property Department - qualifiers

This expanding department is involved in many substantial development and investment projects. Candidates must have a sound grounding in property law and practice.

## Private Client/Trust Department - qualifier

This is smaller than our other departments but undertakes a wide variety of work for individual and corporate clients. We need one newly qualified solicitor.

With the growth of the firm we can offer a demanding and interesting workload, together with the benefits of a large City practice. If you feel you have the skills and abilities to succeed in a commercial environment, send full details of your career (indicating which vacancy you wish to be considered for) to Peter Scott, Head of Personnel.

## Herbert Smith

WATLING HOUSE, 35 CANNON STREET, LONDON EC4M 5SD.

OVERSEAS OFFICES: NEW YORK, HONG KONG, PARIS.

LINES  
TILL  
NINE

Placing an advertisement in The Times and The Sunday Times Classified is quick, easy and convenient.

Our Sales Teams are on hand to receive your calls 7 days a week; from 9 am until 6 pm, with late nights on Wednesdays until 9 pm, Saturdays 9.30 am-1.00 pm, Sundays 2.00 pm-5.00 pm.

You've got the right place and the right Times when you phone on (01) 481 4000.

**THE SUNDAY TIMES**  
**THE TIMES**  
**CLASSIFIED**

TO PLACE YOUR ADVERTISEMENT TELEPHONE 01-481 4000



Those World Cup officials remaining in New Zealand have an opportunity to comment on the tournament at a referees' conference in Rotorua this week. The feeling seems to be that the gap which was perceived to exist between northern and southern hemisphere interpretations has decreased; northern officials have appeared here less unbending than was previously the case while their southern counterparts have tightened up in areas of the game where, to British eyes, they tended to let the players dominate.

The journalists are so annoyed that they have called a meeting in Auckland later this week to look into options for further action. However, Fauroux dismisses the whole incident with a shrug. "It's a tug of war which has been going on for ages," he said.

The conflict came into the open in Sydney last week, when Fauroux decided to ban all journalists from a training session. This was because of an

to prove on the way.

Just as he did on the eve of the match against New Zealand at Nantes last year, he asked the press to refrain from contacting the players the day before the match. He wanted to recreate the siege mentality that had proved so useful at Nantes.

Fomoux is a players' coach. His main strength is an uncanny ability to read a player's mind, to feel and act like one of them. After questioning their ability, will and manliness, he challenged them to prove themselves against the Wallabies. They obliged.

Ironically, while Australia have the game, the home countries have the crowds. But will they continue to come if the British game itself remains at a low ebb?

● Although the schedule has yet to be officially approved, England are likely to have an eight-match tour of Australia when they return next year to support the bi-centennial celebrations.



## Draw pressurizes home countries

Hiddy Jahan will not play for England this time, and the former national champions, Brar, Kenyon and Williams, fluctuations in form throughout last season. The only certainty for selection appears to be the

Pool B: New Zealand (2), Canada (1), Finland (10), US (15), Wales (winner Pool 2), Pool C: Australia (3), Singapore (6), Netherlands (11), France (14), Switzerland (winner Pool 1), Pool D: England (4), Egypt (6), Scotland (12), Ireland (13), Brazil (top off Pool 2). Qualifying pool 1: Belgium, Italy, Nigeria, Spain. Pool 2: Denmark, Kuwait, Morocco, Norway.

John P. E. Marney (A) A Long  
Lawrence G. Annis J A Long  
Trial: C R Osborne Jesus A J Ross  
(St PM Cl J P A Mendie (St PM Cr O D  
Woodland (Queen's)

f







## ROWING

## A historic victory is enjoyed by Caius

By  
Depsit  
election  
Nawca  
and Se  
vote -

Mrs  
sis is  
Conse  
week,  
of the  
revive

Caius comfortably took the Headship of the Mays on Sunday for the first time since they lost it to Jesus on May 5, 1841 (a Special Correspondent writes).

Caius were well clear of their nearest challengers. Downing, by Dutton but by the Downing's hopes of both the length and Mays Headships were rapidly crumbling as Lady Margaret moved relentlessly closer.

"Maggie" actually overlapped on the corner. Then followed an excellent race nearly all the way down the Long Reach until Lady Margaret finally made contact at the Glasshouses, depriving the larger than usual traditional Downing bank party opposite the Pike and Eel of their final cheer.

Schwyn toppled Trinity Hall at Dutton after closing to within a canvas. Magdalenic stopped St Catherine's in the Long Reach and Pembroke II caught Christ before First Post Corner to consolidate their position in the first division.

Churchill successfully completed a treble at the top of the women's race as the leading eight crews all rode over.

**Head crews**  
CAIUS MEN: C Holden (cox), R Brooks (stroke), G Budden (captain, seven), J Irvine (six), P Rowlands (five), A Johnson (four), J Howard-Saunders (three), P O'Neill (two), M Vessey (bow).  
CHURCHILL LADIES: P Hosking (cox), S Irvine (stroke), S Cleveland (three), M Jackson (two), M Page (bow).

**JUNE 10 11 12 13**

Pengdarbat 1	
Comes	
Dowling 1	
LMBC 1	
1st & 3rd Treasury 1	
Ernstmann 1	
Thurston Hall 1	
Clute 1	
debut 1	
Fickelmann 1	
St. Camarone 5.1	
Maldonado 1	
Servino 1	
Churchill 1	
Choud 2.1	
LMBC 1	
Onofre 1	
Palmstrong 1	
Dowling 1	
Quinn 5.1	
Pennington 1	
Jacobs 1	
Ernstmann 1	
Clute 1	
1st & 3rd Treasury 1	
Ernstmann 1	
Choud 1	
Combes Christa 1	
LMBC 1	
Holbrook 1	
Clute 1	
Jacobs 1	
Gertie 1	

MAI REGI GOV THE ME ONE DEF WH CRA SW 70

is th do an

m in

is G M L

it ill W L

it F E G

it T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

it S T P O D C I C

# Selectors forced into awkward position by their own policy

By Pat Butcher, Athletics Correspondent

Pursuing Frank Dick's line in metaphors, and comparing the quandary of selection for the European Cup and the world championships to "a sword dance", it need only be said that the selectors stepped on the sword yesterday. Had they been Japanese, we might have expected a proper job of it, but being British we can only suppose they will hobble on keenly to other games.

When the original selection policy for the European Cup in Prague in two weeks time was formulated before Christmas, it was already evident that the promise of automatic passage to the world championships for anyone finishing in the first two in

Prague was going to cause complications in the middle distances, where Britain has a groundswell of talent.

With Steve Cram and Jack Buckner, European champions, assured of their places at 1,500 and 5,000 metres respectively in Rome, there were only two places left open in those events. Now the warning of potential injury to proven champions has come to pass, with Steve Overt just having recovered, and Sebastian Coe having succumbed. And with John Gladwin and Tim Hutchings likely to take another two Rome places by "doing the business" in Prague, that would mean just one place at each event.

## TEAMS FOR EUROPEAN CUP

**MEN: 100m and 200m:** L Christie (Thames Valley), 400m: D Redmond (Bristol), 800m: T McKean (Belfast), 1,500m: J Gladwin (Bristol), 5,000m: T Hutchings (Bristol), 10,000m: Solly (Bristol), 20,000m: J Pearson (Aston), 30,000m: J Pearson (Aston), 40,000m: J Pearson (Aston), 50,000m: J Pearson (Aston), 60,000m: J Pearson (Aston), 70,000m: J Pearson (Aston), 80,000m: J Pearson (Aston), 90,000m: J Pearson (Aston), 100,000m: J Pearson (Aston).

**400m:** L Keough (Bristol), 800m: D Redmond (Bristol), 1,500m: J Gladwin (Bristol), 5,000m: T Hutchings (Bristol), 10,000m: Solly (Bristol), 20,000m: J Pearson (Aston), 30,000m: J Pearson (Aston), 40,000m: J Pearson (Aston), 50,000m: J Pearson (Aston), 60,000m: J Pearson (Aston), 70,000m: J Pearson (Aston), 80,000m: J Pearson (Aston), 90,000m: J Pearson (Aston), 100,000m: J Pearson (Aston).

## YACHTING

### French are held up by protests

By Barry Pickthall

The French Admiral's Cup team remains in doubt as UNCL, the French offshore racing authority, yesterday listened to a series of protests from the final round of selection races held in the Solent on Sunday.

Centurion, the former One Ton Cup winner, Jade, designed by Rob Humphreys, and now owned by Jean Pierre Dick, emerged as overall victor, followed by the similar-sized Port du Croisy.

However, since the Admiral's Cup rules now include one larger yacht in each team, the French selectors await the outcome of protests involving the Philippe Briand-designed and skippered Corum which lost her rudder during the stormy De Quingand Bowl race a fortnight ago and the larger De Val Maubourc.

Protests also complicate the French choice for the two one-ton berths. While Centurion's place is assured, favourable jury decisions could lift either Port du Croisy or Xeryus into second place, delaying the team announcement until tomorrow.

Four of the French challengers including Corum and Xeryus, are also in trouble on this side of the Channel over the size of their names. The rules limit commercial names to 10 per cent of a yacht's total length and to a maximum height of 1.5 per cent, and the RORC will measure their names before accepting their entries for the Morgan Cup on June 27.

## HOCKEY

### Scotland rejects British merger

By Sydney Friskin

The Great Britain Hockey Board will decide at a special meeting in Manchester on July 4 what steps to take after Scotland's decision to reject the proposed merger of the three home countries into a single team for the World Cup.

As matters stand, the home countries take part separately in the World Cup every four years and merge for the Olympic Games. In order to achieve a more satisfactory system of qualifying for the Games, Phil Appleyard, president of the Hockey Association, the controlling body in England, proposed that a Great Britain team should participate in the World Cup.

Appleyard, recently awarded the OBE for his services to the game, offered to surrender England's place in the 1990 World Cup in Lahore to Great Britain, England having qualified after winning the silver medal last year. Great Britain, in which Scotland, by their own request, have no representation, are playing in the Champions Trophy tournament, starting in Amsterdam on Friday in a vacancy provided by England.

The Scots at their annual general meeting on Saturday threw a spanner in the works by deciding to continue their own participation at all levels as affiliated members of the International Hockey Federation (FIH). The effect is that they will seek participation in the 1990 World Cup through the normal qualifying channel of the Intercontinental Cup in 1989.

## FOOTBALL

### Venables to fight on

By Simon O'Hagan

Terry Venables, the manager of Barcelona, seems content to spend at least another season in one of the most pressurized jobs in world football, despite the side's defeat at the weekend which ensured that Real Madrid would win the Spanish League.

Venables's position has, at times, looked precarious this season. A series of indifferent results have seen him lose a clear lead at the top of the table and the task of catching them during the play-off stages finally proved too much at Sporting Gijón on Sunday, where Barcelona lost 1-0. Real confirmed their superiority by winning 3-1 at home to Real Zaragoza, thus taking a four-point lead with one game to play.

"We worked, we fought, but we could not make it," Venables said. "I believe Barcelona were better than Real Madrid, but there has not been justice. But I do not see any reason not to feel like staying on with Barcelona. Barcelona were unbeaten in their four meetings with Madrid this season."

Napoli completed their domination of Italian football by adding the Cup to their League

## OVERSEAS LEAGUE RESULTS

**AUSTRIAN:** Play-off series: VOEST Linz 0, FK Austria Vienna 4; Rapid Vienna 3, Linz ASK 1; Sturm Graz 0, FK Tyrol 2; Spier 1, Pöchlarn 0; Admira Wacker Leonding 2, Austria Salzburg 1; Austria Salzburg 2, Rapid Vienna 1; FK Austria Vienna 4, Rapid Vienna 3.

**BELGIAN:** Play-off series: FC Molenbeek 1, FC Liege 0; Oostende 1, Standard Liege 0; Standard Liege 1, Oostende 0; Standard Liege 2, Oostende 1; Oostende 2, Standard Liege 1; Standard Liege 3, Oostende 1; Oostende 4, Standard Liege 1; Oostende 5, Standard Liege 1; Oostende 6, Standard Liege 1; Oostende 7, Standard Liege 1; Oostende 8, Standard Liege 1; Oostende 9, Standard Liege 1; Oostende 10, Standard Liege 1; Oostende 11, Standard Liege 1; Oostende 12, Standard Liege 1; Oostende 13, Standard Liege 1; Oostende 14, Standard Liege 1; Oostende 15, Standard Liege 1; Oostende 16, Standard Liege 1; Oostende 17, Standard Liege 1; Oostende 18, Standard Liege 1; Oostende 19, Standard Liege 1; Oostende 20, Standard Liege 1; Oostende 21, Standard Liege 1; Oostende 22, Standard Liege 1; Oostende 23, Standard Liege 1; Oostende 24, Standard Liege 1; Oostende 25, Standard Liege 1; Oostende 26, Standard Liege 1; Oostende 27, Standard Liege 1; Oostende 28, Standard Liege 1; Oostende 29, Standard Liege 1; Oostende 30, Standard Liege 1; Oostende 31, Standard Liege 1; Oostende 32, Standard Liege 1; Oostende 33, Standard Liege 1; Oostende 34, Standard Liege 1; Oostende 35, Standard Liege 1; Oostende 36, Standard Liege 1; Oostende 37, Standard Liege 1; Oostende 38, Standard Liege 1; Oostende 39, Standard Liege 1; Oostende 40, Standard Liege 1; Oostende 41, Standard Liege 1; Oostende 42, Standard Liege 1; Oostende 43, Standard Liege 1; Oostende 44, Standard Liege 1; Oostende 45, Standard Liege 1; Oostende 46, Standard Liege 1; Oostende 47, Standard Liege 1; Oostende 48, Standard Liege 1; Oostende 49, Standard Liege 1; Oostende 50, Standard Liege 1; Oostende 51, Standard Liege 1; Oostende 52, Standard Liege 1; Oostende 53, Standard Liege 1; Oostende 54, Standard Liege 1; Oostende 55, Standard Liege 1; Oostende 56, Standard Liege 1; Oostende 57, Standard Liege 1; Oostende 58, Standard Liege 1; Oostende 59, Standard Liege 1; Oostende 60, Standard Liege 1; Oostende 61, Standard Liege 1; Oostende 62, Standard Liege 1; Oostende 63, Standard Liege 1; Oostende 64, Standard Liege 1; Oostende 65, Standard Liege 1; Oostende 66, Standard Liege 1; Oostende 67, Standard Liege 1; Oostende 68, Standard Liege 1; Oostende 69, Standard Liege 1; Oostende 70, Standard Liege 1; Oostende 71, Standard Liege 1; Oostende 72, Standard Liege 1; Oostende 73, Standard Liege 1; Oostende 74, Standard Liege 1; Oostende 75, Standard Liege 1; Oostende 76, Standard Liege 1; Oostende 77, Standard Liege 1; Oostende 78, Standard Liege 1; Oostende 79, Standard Liege 1; Oostende 80, Standard Liege 1; Oostende 81, Standard Liege 1; Oostende 82, Standard Liege 1; Oostende 83, Standard Liege 1; Oostende 84, Standard Liege 1; Oostende 85, Standard Liege 1; Oostende 86, Standard Liege 1; Oostende 87, Standard Liege 1; Oostende 88, Standard Liege 1; Oostende 89, Standard Liege 1; Oostende 90, Standard Liege 1; Oostende 91, Standard Liege 1; Oostende 92, Standard Liege 1; Oostende 93, Standard Liege 1; Oostende 94, Standard Liege 1; Oostende 95, Standard Liege 1; Oostende 96, Standard Liege 1; Oostende 97, Standard Liege 1; Oostende 98, Standard Liege 1; Oostende 99, Standard Liege 1; Oostende 100, Standard Liege 1; Oostende 101, Standard Liege 1; Oostende 102, Standard Liege 1; Oostende 103, Standard Liege 1; Oostende 104, Standard Liege 1; Oostende 105, Standard Liege 1; Oostende 106, Standard Liege 1; Oostende 107, Standard Liege 1; Oostende 108, Standard Liege 1; Oostende 109, Standard Liege 1; Oostende 110, Standard Liege 1; Oostende 111, Standard Liege 1; Oostende 112, Standard Liege 1; Oostende 113, Standard Liege 1; Oostende 114, Standard Liege 1; Oostende 115, Standard Liege 1; Oostende 116, Standard Liege 1; Oostende 117, Standard Liege 1; Oostende 118, Standard Liege 1; Oostende 119, Standard Liege 1; Oostende 120, Standard Liege 1; Oostende 121, Standard Liege 1; Oostende 122, Standard Liege 1; Oostende 123, Standard Liege 1; Oostende 124, Standard Liege 1; Oostende 125, Standard Liege 1; Oostende 126, Standard Liege 1; Oostende 127, Standard Liege 1; Oostende 128, Standard Liege 1; Oostende 129, Standard Liege 1; Oostende 130, Standard Liege 1; Oostende 131, Standard Liege 1; Oostende 132, Standard Liege 1; Oostende 133, Standard Liege 1; Oostende 134, Standard Liege 1; Oostende 135, Standard Liege 1; Oostende 136, Standard Liege 1; Oostende 137, Standard Liege 1; Oostende 138, Standard Liege 1; Oostende 139, Standard Liege 1; Oostende 140, Standard Liege 1; Oostende 141, Standard Liege 1; Oostende 142, Standard Liege 1; Oostende 143, Standard Liege 1; Oostende 144, Standard Liege 1; Oostende 145, Standard Liege 1; Oostende 146, Standard Liege 1; Oostende 147, Standard Liege 1; Oostende 148, Standard Liege 1; Oostende 149, Standard Liege 1; Oostende 150, Standard Liege 1; Oostende 151, Standard Liege 1; Oostende 152, Standard Liege 1; Oostende 153, Standard Liege 1; Oostende 154, Standard Liege 1; Oostende 155, Standard Liege 1; Oostende 156, Standard Liege 1; Oostende 157, Standard Liege 1; Oostende 158, Standard Liege 1; Oostende 159, Standard Liege 1; Oostende 160, Standard Liege 1; Oostende 161, Standard Liege 1; Oostende 162, Standard Liege 1; Oostende 163, Standard Liege 1; Oostende 164, Standard Liege 1; Oostende 165, Standard Liege 1; Oostende 166, Standard Liege 1; Oostende 167, Standard Liege 1; Oostende 168, Standard Liege 1; Oostende 169, Standard Liege 1; Oostende 170, Standard Liege 1; Oostende 171, Standard Liege 1; Oostende 172, Standard Liege 1; Oostende 173, Standard Liege 1; Oostende 174, Standard Liege 1; Oostende 175, Standard Liege 1; Oostende 176, Standard Liege 1; Oostende 177, Standard Liege 1; Oostende 178, Standard Liege 1; Oostende 179, Standard Liege 1; Oostende 180, Standard Liege 1; Oostende 181, Standard Liege 1; Oostende 182, Standard Liege 1; Oostende 183, Standard Liege 1; Oostende 184, Standard Liege 1; Oostende 185, Standard Liege 1; Oostende 186, Standard Liege 1; Oostende 187, Standard Liege 1; Oostende 188, Standard Liege 1; Oostende 189, Standard Liege 1; Oostende 190, Standard Liege 1; Oostende 191, Standard Liege 1; Oostende 192, Standard Liege 1; Oostende 193, Standard Liege 1; Oostende 194, Standard Liege 1; Oostende 195, Standard Liege 1; Oostende 196, Standard Liege 1; Oostende 197, Standard Liege 1; Oostende 198, Standard Liege 1; Oostende 199, Standard Liege 1; Oostende 200, Standard Liege 1; Oostende 201, Standard Liege 1; Oostende 202, Standard Liege 1; Oostende 203, Standard Liege 1; Oostende 204, Standard Liege 1; Oostende 205, Standard Liege 1; Oostende 206, Standard Liege 1; Oostende 207, Standard Liege 1; Oostende 208, Standard Liege 1; Oostende 209, Standard Liege 1; Oostende 210, Standard Liege 1; Oostende 211, Standard Liege 1; Oostende 212, Standard Liege 1; Oostende 213, Standard Liege 1; Oostende 214, Standard Liege 1; Oostende 215, Standard Liege 1; Oostende 216, Standard Liege 1; Oostende 217, Standard Liege 1; Oostende 218, Standard Liege 1; Oostende 219, Standard Liege 1; Oostende 220, Standard Liege 1; Oostende 221, Standard Liege 1; Oostende 222, Standard Liege 1; Oostende 223, Standard Liege 1; Oostende 224, Standard Liege 1; Oostende 225, Standard Liege 1; Oostende 226, Standard Liege 1; Oostende 227, Standard Liege 1; Oostende 228, Standard Liege 1; Oostende 229, Standard Liege 1; Oostende 230, Standard Liege 1; Oostende 231, Standard Liege 1; Oostende 232, Standard Liege 1; Oostende 233, Standard Liege 1; Oostende 234, Standard Liege 1; Oostende 235, Standard Liege 1; Oostende 236, Standard Liege 1; Oostende 237, Standard Liege 1; Oostende 238, Standard Liege 1; Oostende 239, Standard Liege 1; Oostende 240, Standard Liege 1; Oostende 241, Standard Liege 1; Oostende 242, Standard Liege 1; Oostende 243, Standard Liege 1; Oostende 244, Standard Liege 1; Oostende 245, Standard Liege 1; Oostende 246, Standard Liege 1; Oostende 247, Standard Liege 1; Oostende 248, Standard Liege 1; Oostende 249, Standard Liege 1; Oostende 250, Standard Liege 1; Oostende 251, Standard Liege 1; Oostende 252, Standard Liege 1; Oostende 253, Standard Liege 1; Oostende 254, Standard Liege 1; Oostende 255, Standard Liege 1; Oostende 256, Standard Liege 1; Oostende 257, Standard Liege 1; Oostende 258, Standard Liege 1; Oostende 259, Standard Liege 1; Oostende 260, Standard Liege 1; Oostende 261, Standard Liege 1; Oostende 262, Standard Liege 1; Oostende 263, Standard Liege 1; Oostende 264, Standard Liege 1; Oostende 265, Standard Liege 1; Oostende 266, Standard Liege 1; Oostende 267, Standard Liege 1; Oostende 268, Standard Liege 1; Oostende 269, Standard Liege 1; Oostende 270, Standard Liege 1; Oostende 271, Standard Liege 1; Oostende 272, Standard Liege 1; Oostende 273, Standard Liege 1; Oostende 274, Standard Liege 1; Oostende 275, Standard Liege 1; Oostende 276, Standard Liege 1; Oostende 277, Standard Liege 1; Oostende 278, Standard Liege 1; Oostende 279, Standard Liege 1; Oostende 280, Standard Liege 1; Oostende 281, Standard Liege 1; Oostende 282, Standard Liege 1; Oostende 283, Standard Liege 1; Oostende 284, Standard Liege 1; Oostende 285, Standard Liege 1; Oostende 286, Standard Liege 1; Oostende 287, Standard Liege 1; Oostende 288, Standard Liege 1; Oostende 289, Standard Liege 1; Oostende 290, Standard Liege 1; Oostende 291, Standard Liege 1; Oostende 292, Standard Liege 1; Oostende 293, Standard Liege 1; Oostende 294, Standard Liege 1; Oostende 295, Standard Liege 1; Oostende 296, Standard Liege 1; Oostende 297, Standard Liege 1; Oostende 298, Standard Liege 1; Oostende 299, Standard Liege 1; Oostende 300, Standard Liege 1; Oostende 301, Standard Liege 1; Oostende 302, Standard Liege 1; Oostende 303, Standard Liege 1; Oostende 304, Standard Liege 1; Oostende 305, Standard Liege 1; Oostende 306, Standard Liege 1; Oostende 307, Standard Liege 1; Oostende 308, Standard Liege 1; Oostende 309, Standard Liege 1; Oostende 310, Standard Liege 1; Oostende 311, Standard Liege 1; Oostende 312, Standard Liege 1; Oostende 313, Standard Liege 1; Oostende 314, Standard Liege 1; Oostende 315, Standard Liege 1; Oostende 316, Standard Liege 1; Oostende 317, Standard Liege 1; Oostende 318, Standard Liege 1; Oostende 319, Standard Liege 1; Oostende 320, Standard Liege 1; Oostende 321, Standard Liege 1; Oostende 322, Standard Liege 1; Oostende 323, Standard Liege 1; Oostende 324, Standard Liege 1; Oostende 325, Standard Liege 1; Oostende 326, Standard Liege 1; Oostende 327, Standard Liege 1; Oostende 328, Standard Liege 1; Oostende 329, Standard Liege 1; Oostende 330, Standard Liege 1; Oostende 331, Standard Liege 1; Oostende 332, Standard Liege 1; Oostende 333, Standard Liege 1; Oostende 334, Standard Liege 1; Oostende 335, Standard Liege 1; Oostende 336, Standard Liege 1; Oostende 337, Standard Liege 1; Oostende 338, Standard Liege 1; Oostende 339, Standard Liege 1; Oostende 340, Standard Liege 1; Oostende 341, Standard Liege 1; Oostende 342, Standard Liege







